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THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

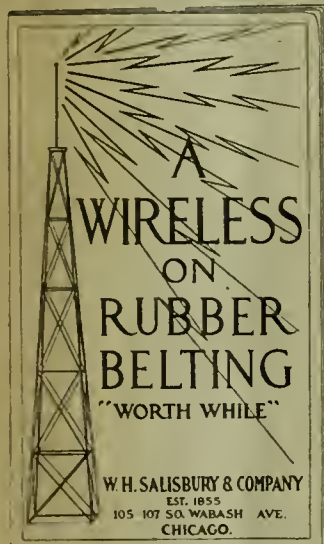
PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXII.

CHICAGO, ILLINOIS, JULY 15, 1913.

No. 1.

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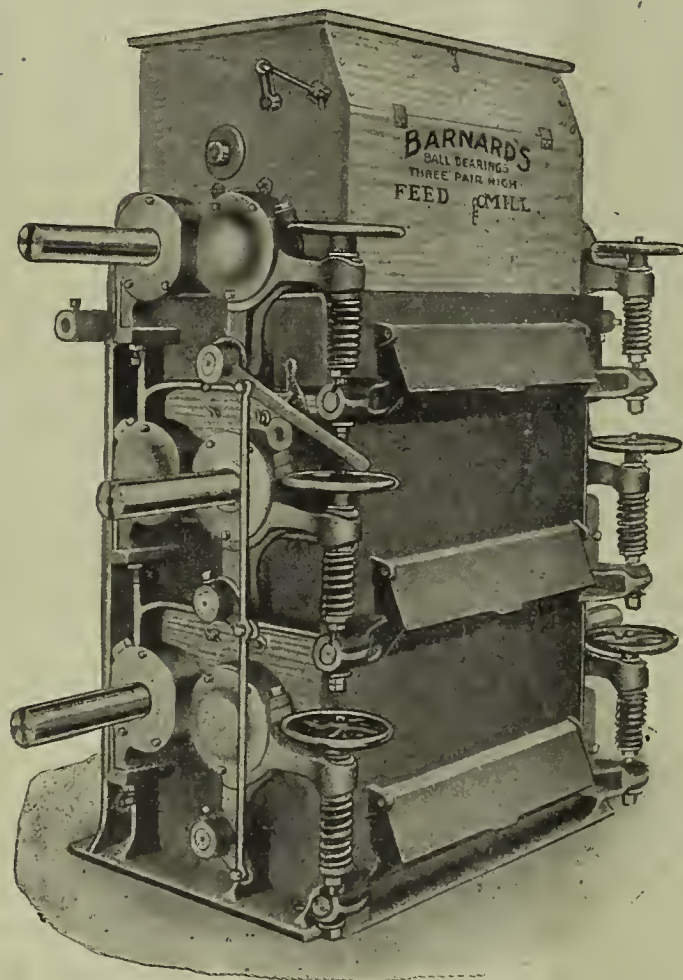
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This mill is especially adapted for grinding fine table meal, rye meal, graham flour, barley and other small grains.

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Gyrating Cleaner

Best in the Long Run

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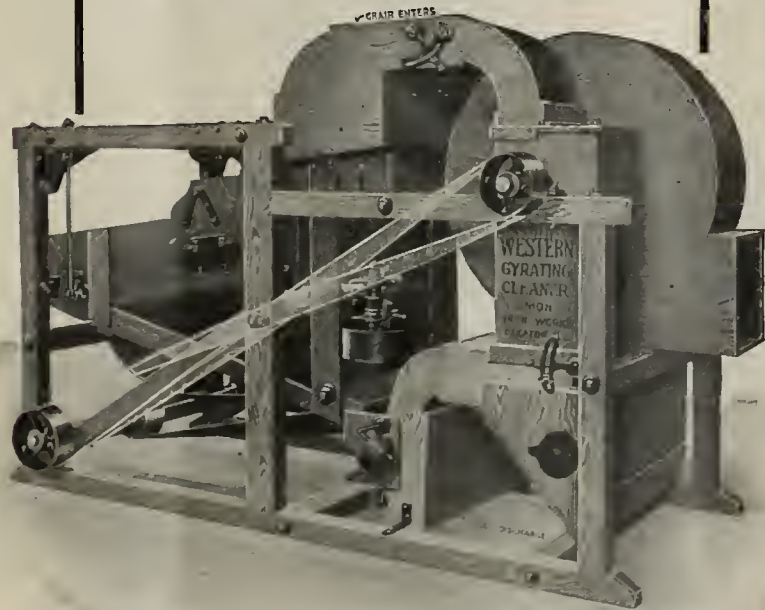
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It takes men of long successful experience and deep knowledge to know what is needed in a machine and how to construct it to get simplicity and capacity together with reliability and yet secure the desired results.

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It costs you nothing.

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Regular Separate Warehouse Sheller

Best in the Long Run

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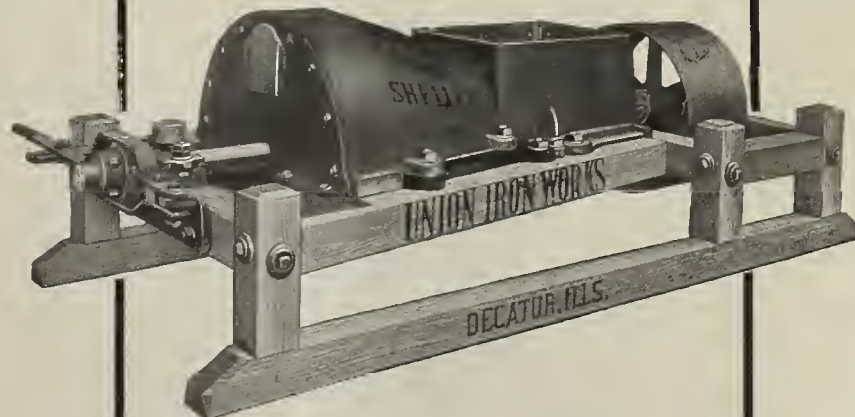
We know that your profits depend largely upon your facilities for handling grain and the condition in which it reaches the market. Poorly shelled and cleaned corn means no grade at all.

Western Shellers solve the corn shelling question and today stand supreme.

They stand for simplicity, durability, reliability and capacity in corn handling machinery.

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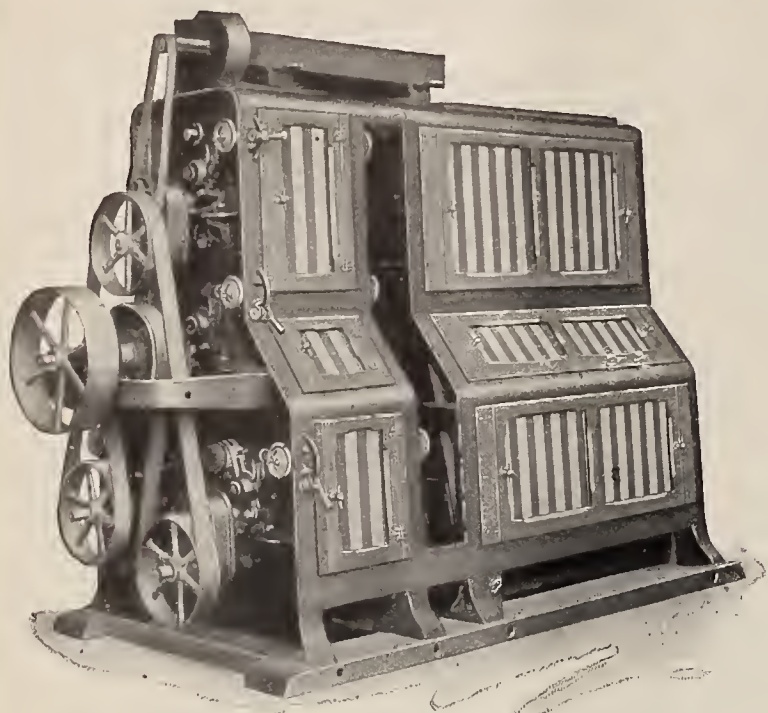
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By Milling Their Wheat On A "Midget" Marvel



The "Midget" Marvel 25 Bbl. Self-Contained Roller Mill.
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Owensboro, Ky.

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Yours truly,
PETERSON & PETERSON.




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Gentlemen:—We want to say to you at this time that we consider the "Midget" Marvel the best investment we have ever made.
Respectfully,
GIFFORD BROS.



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Gentlemen:—Test on 50 bushels of wheat ground on my "Midget" Marvel gave over 43 pounds of flour to bushel. To say that I am pleased is putting it mildly.
Yours truly,
JOHN F. DUNN.



Rossville, Ind., July 31, 1912.
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Gentlemen:—The flour made on our "Midget" Marvel is giving extra good satisfaction and beyond our expectation. As it looks to us the proposition has a bright future.
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Helicoid flight and pipe are put together so they support and strengthen each other.

Helicoid flight has a shovel edge. Other has blunt edge.

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Catalog 34

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Includes Grain Feeders, Car Loaders,
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HIGH QUALITY FAIR PRICES
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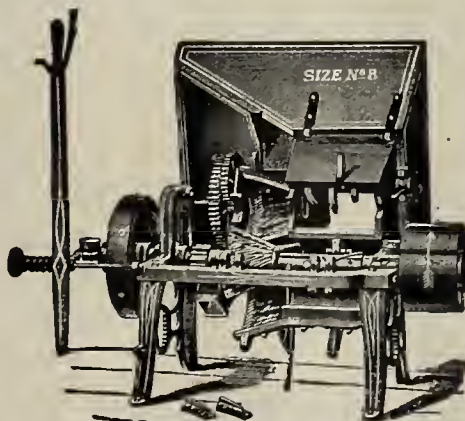
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These feeds are unequalled in nutritive value. Sold by dealers everywhere

Bowsher's All-Around Feed Mill



(Sold with or without soaking elevator)

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Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

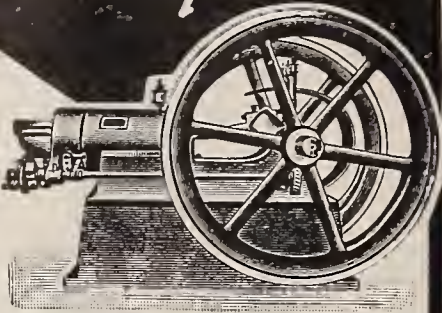
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Nobody
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better engines
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prices as I am making this summer.



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Gas, Gasoline, Distillate, Naphtha, Kerosene

They have set the quality-standard 26 years. They still lead in quality—cheapest power-producing and utmost wear-resisting—quality. Elevator men, especially, **testify to that**, after years of trial.

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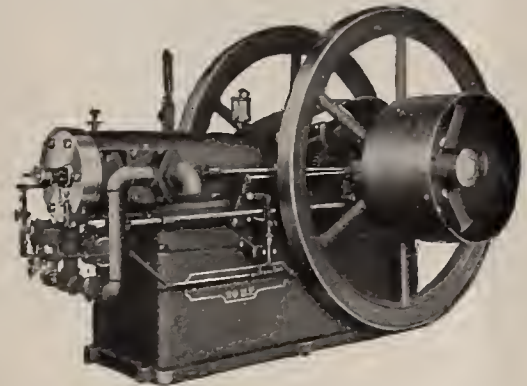
Buy Direct From My Factory

Save the dealer's expenses and profit. Besides, I have manufacturing advantages that give me a lower factory cost than any of them.

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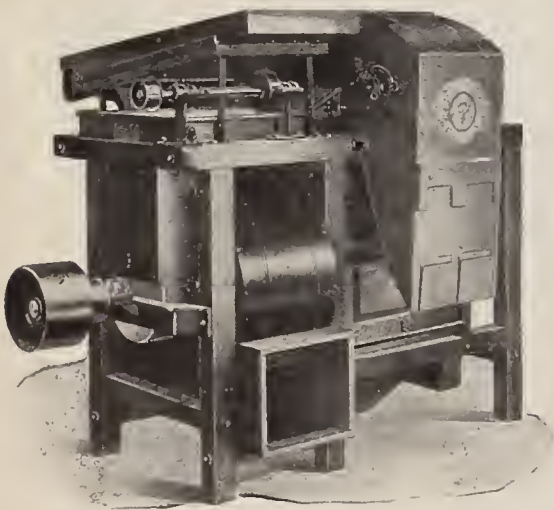
Early types of this engine have been in constant use 20 years with practically no outlay for repairs.

Ask for catalog No. 544A35

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Fairbanks Scales, Oil Tractors, Pumps, Water Systems, Electric Light Plants, Windmills and Feed Grinders.

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GOOD cleaning machinery nets a profit just the same a good grinding machine or a good sifter does. This profit is found in the ultimate outcome—the better price for which the finished product will sell.

It is just as impossible to make a high grade cornmeal from dirty corn as it is to make a high grade wheat flour from dirty wheat; and that is entirely out of the bounds of reason.

So the wise thing to do is positively refuse to even attempt the making of cornmeal from corn that is even slightly dirty—especially if you expect to mark and sell it as a high grade product. We advise this as a means of protection to your future business.

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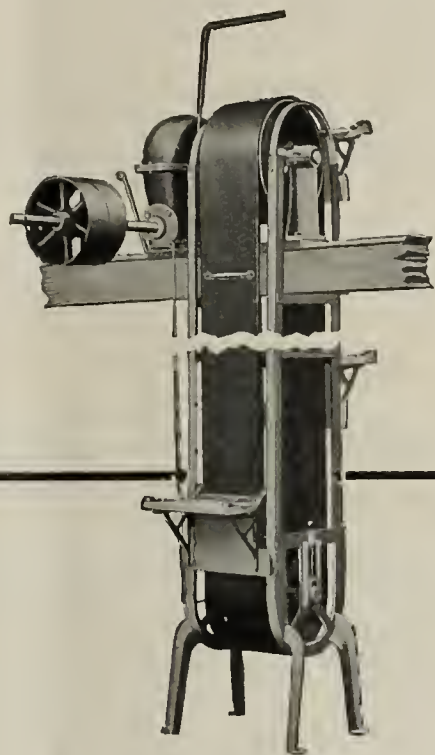
In the **WOLF HORIZONTAL CORN SCOURER** there is an abundance of excellent features that mark it as being thoroughly capable of successfully conquering every efficiency test to which it may be put. It will clean and it will scour. It will handle either wet or dry grain without breakage. It will remove the black caps on ends of tips of kernels. It will not cut the bran, but take it off in flakes. It will not run up large power-cost bills. It will not make trouble as there is very little about it to get out of order.

When may we expect to hear from you asking for further details?

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Our circular No. 1200 tells you about these service elevators. Write for it.

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NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables
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Requires
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Occupies
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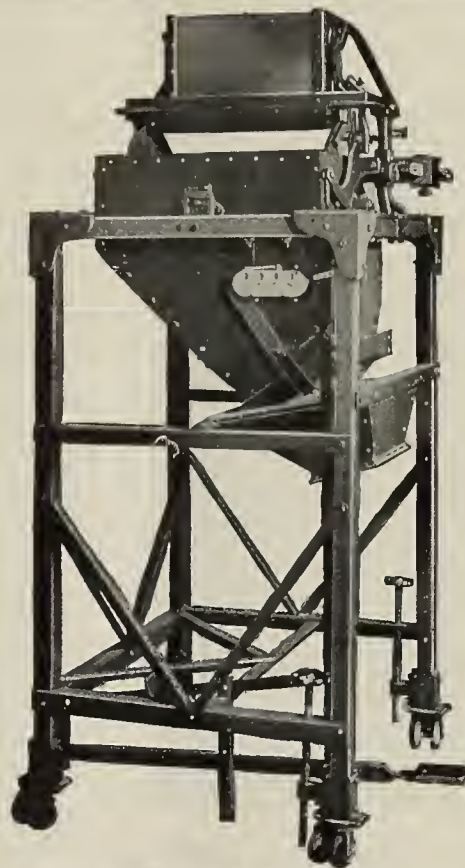
Most
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Never
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Will Not
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60 Days'
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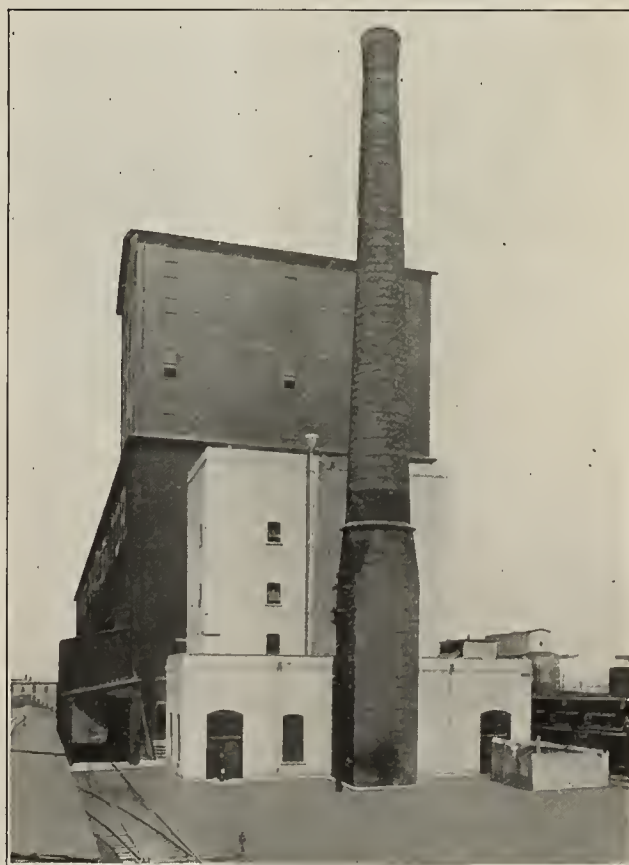
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With it, corn is dried, and left with an appearance of old corn, and the best judges can not detect it.



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It is a continuous process, and dries the material uniformly, which is a feature, on a large scale, that excels all others.

For Milling and high class purposes, it has no equal.

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Making Wonderful Endurance Records For Big Mills and Elevators

There could be no better evidence of the quality of Goodrich Grain Belts and the fact that they would mean economy to you than the remarkable service they are giving to concerns whose conveying problems are almost identical with yours.

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—an experience in the elevator of the Electric Grain Elevator Co., Buffalo. "We have two conveyor belts in our gallery, each seven hundred feet long, which have been running nine years, handling approximately one hundred million bushels of grain, and are still in good condition."

Let us send you list of other users of Goodrich Grain Belts, samples of our belts and full information

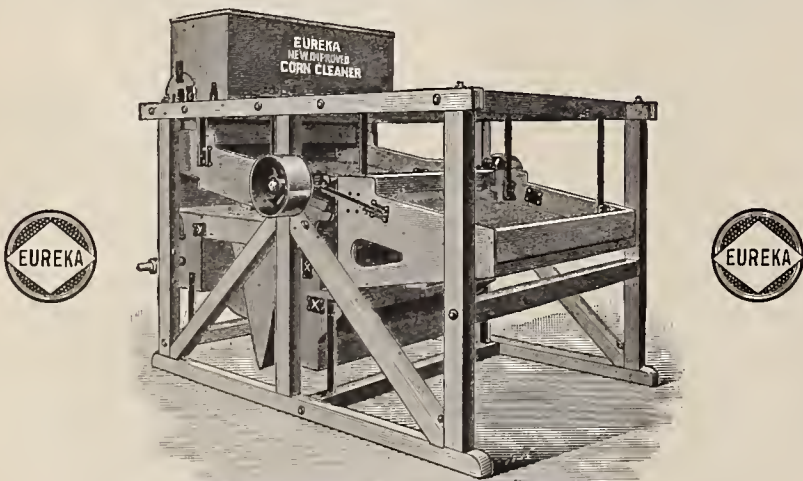
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Makers of Goodrich Tires, and every-
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Factories
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Branches in all leading cities

EUREKA CORN CLEANER



HEAVY DUTY CONSTRUCTION

This separator, with less power, will prepare corn for shipment better and at less cost than any other machine. It gives no trouble to the operator, because the sieves are self-cleaning and the bearings self-oiling.

We believe it is far more important for a prospective buyer to know what a machine can do and how well it can do it, than it is to know how each part is made and what it is made of. For it is very evident that the better the work done by a cleaner and the larger its output, the more superior the construction of the machine is made manifest.

250-page Catalog free.

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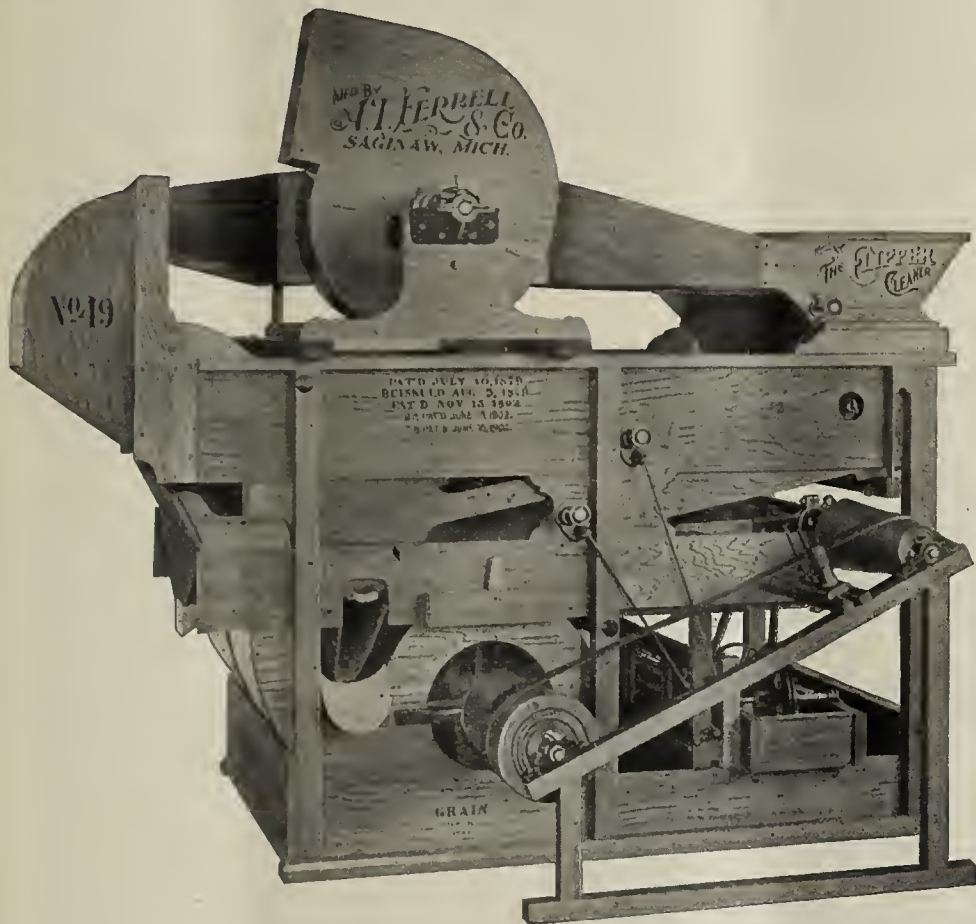
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The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

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THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

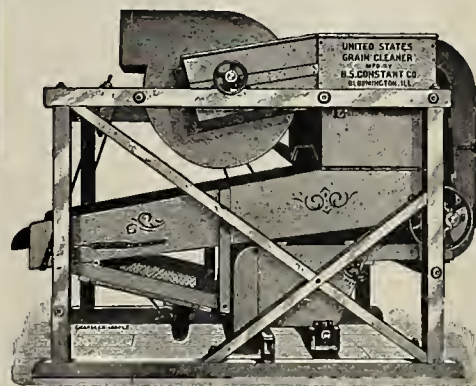
We are prepared to furnish a small inexpensive dynamo for it where current is not available.

INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

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THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentrix.
Five Separations and
All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.
State distance between floors and get our

Net Price

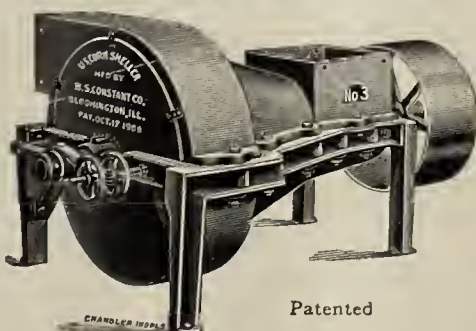
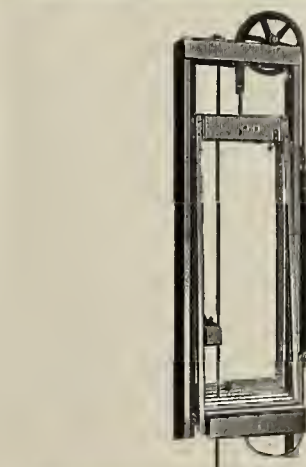
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Fan Discharge,
over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired
of any Sheller on the market.

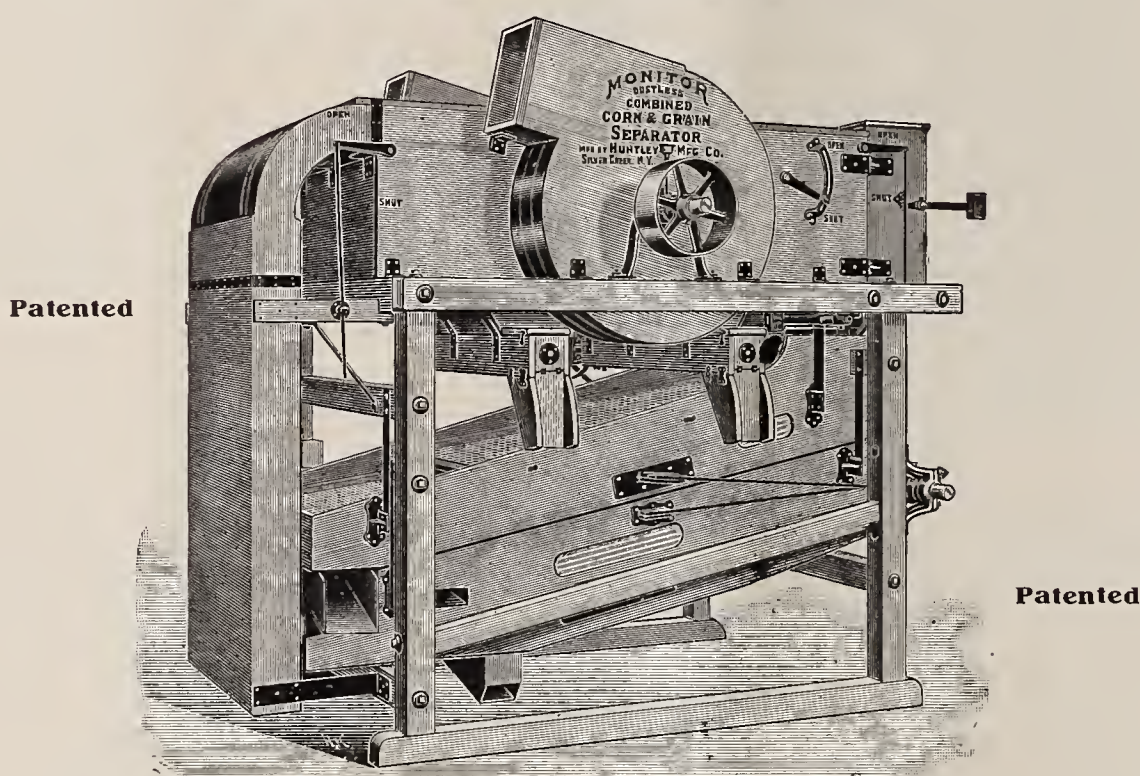
Send for a Catalog.

B. S. CONSTANT CO.
Bloomington Illinois



Monitor

— The Original —
The first
“COMBINED”
CORN AND GRAIN CLEANER



this one machine— the work of two cleaners

Why have two cleaners if one will answer fully as well? In handling corn with cob, wheat, oats, barley, rye, etc., quick shifts in cleaning are often necessary. Many elevators maintain two separate cleaners for their work—a mistake in many cases, as they could easily handle their cleaning with one of these “Monitor” *Combined* machines. This machine carries two independent screen outfits, grain is diverted to either without stopping machine—always ready for two kinds of work without a change of screens. Occupying the floor space of only one regular machine it handles the work of two cleaners. For quick service nothing so efficient has been introduced up to the present time.

With this “Monitor” simplified cleaning operations are a dead certainty—the cost for operator’s care and attention lessened in direct proportion. A compact, sturdy type of heavy-duty cleaner that actually performs closer, more economical work—so guaranteed. For light power and ease of regulation it stands quite alone in the *combined* cleaner field. Their appointments throughout are easily the best to be had—equipment features of these “Monitors” are improvements decidedly to your advantage. Get acquainted with them, please.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXII.

CHICAGO, ILLINOIS, JULY 15, 1913.

No. 1.

New Iron City Elevator at Pittsburgh

Recently Completed Concrete Storage Unit Erected on the Site of Old Iron City Elevator Which Was Destroyed by Fire—Capacity of 100,000 Bushels—High Grade Equipment—Motor-Driven Machinery with Independent Control by Friction Clutches

The first Iron City Elevator, owned and operated by D. G. Stewart at Pittsburgh, Pa., was completely destroyed about a year ago. It was an elevator of old line construction, having about 300,000 bushels capacity.

The business passing through the elevator at this point is largely a combination of transfer, feed grinding, sacking and distribution for local consumption. Pittsburgh is "long" on nearly every industry nominated in the commercial catalogue, but was "short" on grain elevators, and the loss of the Iron City Elevator greatly curtailed the remaining fragment of this business.

The location of the plant on the main line of the Pennsylvania Railroad's right of way lends itself with peculiar advantage to an efficient arrangement for handling grain. At this point the railroad follows a ledge cut in the face of the steep embankment which fringes the river at that point.

The track level in front of the elevator is at an altitude of 19 feet above the street level, which is at the same time the ground floor of the building. Our illustration—taken from the railroad side of the plant—shows this feature, with the new reinforced concrete building which has just been completed by the Macdonald Engineering Company of Chicago, on the site of the destroyed building.

The first story, supported on reinforced concrete columns at an altitude of 13 feet above the working floor, extends under the entire storage and affords the working space for the cleaning, grinding, shelling, sacking and local shipping operations of the plant. The receiving pit under the track has a capacity for a full carload and discharges directly into the elevator leg.

At the track level a mezzanine floor is provided

extending across the front of the house. On this floor is located one Barnard & Leas Roller Feed Mill and one automatic bagging mill, also the car shovels, car puller and motor for operating the house.

In the cupola, which extends 50 feet above the level of the bin floor, there is located a 1,500-bushel

capacity from 1,000 to 6,250 bushels each, all with hoppers bottoms and steel spout connections top and bottom.

All of the machinery and equipment is installed with a view to absolute security from fire, being made of steel and arranged with special view to the elimination of dust and maintaining a high degree of cleanliness and efficiency throughout the plant.

The machinery is all motor-driven, each part having independent control by means of friction clutches. The general transmission and elevating machinery equipment was furnished by the Webster Manufacturing Company of Tiffin, Ohio. The belting was furnished by W. H. Salisbury & Co., of Chicago, using the "R. F. C." (rubber filled and covered) brand.

Although the new Iron City Elevator is only one-third the size of its predecessor, so far as storage capacity is concerned, the general arrangement of machinery and the splendid handling facilities which it now has, place it in the front rank of elevators of the same size. There is also plenty of room available for increasing the present capacity of 100,000 bushels whenever conditions may require it. The up-to-date ideas embodied in the original design have been well carried out in its construction.

This being the first concrete elevator erected in Pittsburgh, it has been the center of much

interest in the grain trade in that locality. It has set the pace for better things in elevator construction, both for efficiency, permanency and economy of operation.

The town of Temple, Tex., has estimated that it will require 2,000 cars to carry all the oats marketed there during this season.



THE IRON CITY ELEVATOR, PITTSBURGH, PA.
Designed and Constructed by the Macdonald Engineering Company, Chicago, Ill.

Fairbanks Hopper Scale, also one No. 4 Invincible Corn and Cob Separator with necessary dust collecting apparatus. Both scales reach the car-loading spout and three-fourths of the storage bins by means of pivoted crane spouts; also a 24-inch belt conveyor which fills the bins in the rear part of the storage.

The total storage of 100,000 bushels is divided into nineteen rectangular bins 65 feet deep, ranging in

Weight Variations and Their Causes

Discrepancies that Occur Even with Highly Developed Weighing Systems—Plans of Lake Carriers' Association for More Equitable Adjustment of Weight Settlements—Primary Causes Enumerated

By "AN OBSERVER"

It is conceded by the trade that the scales used in weighing grain to and from cars and lake vessels at the extensive grain handling terminals, and which are under the supervision of men specializing in weighing matters, are kept in good repair and correct weighing adjustment. Hence it is fair to assume that the weights of the grain transported between these terminals are as nearly correct as highly developed weighing systems can make them. In this connection more than one hundred millions of bushels of grain are weighed in store each year by the Buffalo Corn Exchange lake weighmaster, that are weighed into vessels by various Board of Trade, state and other public weighmasters at the different lake ports. The "out-turn" weights of many of these cargoes exceed the loading weights to a greater or less extent, while the "out-turn" weights of other cargoes are less than the initial weights. During the year 1912 the over-weights on the cargoes from one of the Canadian ports exceeded the shortages by more than 5,000 bushels.

As vessel owners are required to pay for all shortages in weight, and are allowed the over-runs, many of them, who are compelled to bear the brunt of the shortages, are, naturally, somewhat dissatisfied and express themselves accordingly. On the other hand, the boat owners who are fortunate to enjoy over-runs have no complaints to make.

Time and again the members of the Lake Carriers' Association have agitated the question of a more equitable adjustment of weight settlements. Among the plans that have frequently been proposed to equalize the variations in weights is one which contemplates a pooling of interests whereby the over-runs and the shortages would be proportioned among the lake carriers according to the quantity of grain handled, all of them, apparently, being satisfied with the average shrinkage on the entire quantity carried.

The point is, that even with highly developed weighing systems, variations in weights (over-runs and shortages) frequently occur, although the average shortage per thousand bushels is highly gratifying. There is hardly a weighmaster on the Great Lakes who does not point with pride to the average shortage per each one thousand bushels of grain weighed by him, as shown by the net variations between the loading and unloading weights. At the same time the many over-runs and the many shortages, which go to make this gratifying average, indicate clearly, even where well organized and properly equipped weighing departments take charge of the weighing of bulk grain under highly developed weighing systems, that there are causes for variations in weights on grain shipments which result in over-runs as well as shortages.

So, too, with carload shipments of grain. The writer had the privilege of reviewing the out-turn weights of cars shipped by an interior grain dealer, who expressed himself as being entirely satisfied with the weight results of his shipments. His weight-hooks showed that many of his cars over-ran at destination from 200 to 900 pounds to the load, while other cars had gone short in weight about an equal amount, with the result that the average shortage on all his shipments amounted to only a bushel or two per car.

Some time ago the writer was told by the head of a large grain receiving firm that as many of the cars consigned to him showed over-runs as shortages.

While it is true that leakage in transit is a cause of frequent shortage, on the other hand the car equipment is frequently charged with causing losses for which it is in no way responsible. In any event all agree that the car equipment is not

responsible for the over-weights, which are of every day occurrence.

One of the primary causes for variations in weights is inaccurate weighing machines. In this connection I would refer to the last annual report of the scale inspector of the Illinois Grain Dealers' Association which showed that 51 per cent of the scales tested by him during the preceding five months were found to be weighing incorrectly.

The experiences and observations of the writer would tend to show that the primary causes for weight variations are as follows:

1. Inaccuracy due to:
 - (a) Incorrect scales.
 - (b) Inadequate weighing and handling facilities.
 - (c) Inadequate check weighing systems.



PLANT OF THE BRAZOS MILL AND ELEVATOR COMPANY, WACO, TEXAS

2. Grain going astray between scale and car, and between car and scale, due to:
 - (a) Leaking loading spouts.
 - (b) Spills over grain doors that occur when grain is loaded into cars that is not put back into such cars.
 - (c) Defective unloading sinks.
 - (d) Leaking garner and scale slides.
3. Mixing the contents of cars in the process of loading and unloading, due to:
 - (a) Unloading grain into the unloading sinks against the weighers' signals.
 - (b) Charging grain to cars that, through accident or error, does not reach such cars.
4. Loss of weight, due to shrinkage, caused by evaporation when wet and heating grain is transported.
5. Leaking in transit, due to:
 - (a) Improperly installed and insufficiently braced grain doors.
 - (b) Improperly and carelessly prepared cars.
 - (c) Defective car equipment.
 - (d) Rough handling of car equipment in transit.
 - (e) Inspectors and samplers knocking off top boards of grain doors of cars when inspecting and sampling grain.
6. Theft in transit.
7. Failure thoroughly to clean cars of all grain at the unloading sinks.

The writer is well persuaded that if interior grain shippers, generally, would give their weighing and loading equipment, and their weights, the same care-

ful attention that they expect of terminal weighmasters, the percentage of cars showing weight variations (over-runs and shortages) would be very materially reduced, and incidentally, fewer claims for shortage would be filed.

A WELL PLANNED ELEVATOR IN TEXAS

Just outside the city of Waco, Texas, is located the elevator of the Brazos Mill and Elevator Company, shown in the accompanying illustration. It is situated along the tracks of the Texas Central Railroad, which gives excellent shipping facilities, and it is also near enough to Waco to handle quickly and efficiently a large local trade in grain, cornmeal and feed. The latest and most up-to-date machinery of Nordyke & Marmon make is installed, giving a capacity of two carloads of chops and one carload of cornmeal per working day of ten hours.

The equipment includes a corn sheller, six-roll mill, bolter for cornmeal and sacking machines. A 60-horsepower Fairbanks-Morse Gasoline Engine furnishes the power. This engine is adapted to run on crude oil costing about one-third as much as gasoline. A dynamo is installed for electric lighting purposes, so that if necessary the plant can be operated as well at night as in the daytime.

In the foreground is shown the large warehouse for storing sacked grain and manufactured products. This is 350 feet long by 60 feet wide and has a railroad siding running along its entire length. There are six doors opening to the track so that six cars can be loaded or unloaded at the same time. A Fairbanks Scale is placed at each door so that all products loaded or unloaded can be weighed. There is also a large track scale for weighing carloads of grain.

The elevator, shown at the rear, has a storage capacity of 12,000 bushels and is able to handle the grain very rapidly. A large blower is installed to dry damp grain and cool grain which threatens to become heated. In addition there are some large bins, not shown in the picture, for ear corn. These bins measure 75x20x25 feet and have solid concrete walls and floors. Conveyors carry the ear corn from these bins to the corn sheller and from there to the elevator, where the shelled corn is distributed in bins.

The buildings are well constructed and are covered with heavy galvanized iron. They were built about three years ago. The grounds belonging to the plant are sufficient to take care of any needed additions to it, and there is room for a number of new buildings, without crowding.

A barge loaded with corn belonging to the Turner-Hudnut Company, Pekin, Ill., was sunk recently at Peoria, Ill., in a terrific windstorm. The cargo was recovered by pumps on the steamer *City of Pekin*, the corn being raised through long suction pipes. The corn was said to be undamaged by the submersion and was sold to the Peoria distilleries.

FEDERAL INSPECTION OF RAILROAD
SCALES

The many complaints of shippers regarding weights charged for by railroads have prompted the government to take up the supervision of railroad scales. The Bureau of Standards at Washington announces that some time during the present month the inspection of all railroad scales will be commenced, starting with the scales in the East.

It is estimated that the railroads annually collect approximately \$2,200,000,000 from the shippers of the country on scales which belong to and are operated entirely by the roads, and over which neither the shipper nor the government has any control or information as to their correctness.

In order to secure information that will enable the government to draw reliable conclusions as to what shall be done to guarantee the accuracy of railroad weights, and also for the purpose of aiding the railroads to install correct scales, the Bureau of Standards was allowed an appropriation of \$25,000 by Congress for the purchase of a test-weight car equipment. The contract for this car has already been let, and it is expected that the car will be delivered soon, the appropriation becoming available on July 1.

AN EVOLUTION IN OATS

BY N. L. WILLET.

Georgia has given to the South her two finest oats—the Appler and the Fulghum. In the old days oats of that state were small—probably of western origin. As these were subject to rust, the Texas Red Rust-Proof oats proved to be a good seed, though the variety was late and had much beard. Then Georgia produced Appler oats rust-proof, early, without beard, tall and heavy, and with a grain nearly twice the size of a White Western oat. The Appler marked a great advance in oat growing. The rich alluvial lands about Augusta, Ga., produce big crops of this oat, and its merits are known all over the South Atlantic and Gulf states.

About six years ago there appeared near Augusta a distinctly new brand of oats, named from its owner—the Fulghum. Its type and its value are fixed and demonstrated. This oat is worth millions of money to the South. A government oat expert sent to Augusta, said of the Fulghum:

"The South must have an early oat. The Fulghum is the best of them all. It has also given splendid results on the Arlington fields, near Washington."

The Fulghum is as much superior to the Appler as the Appler is better than the Texas Red Rust-Proof. The crop of Fulghum oats this year was three weeks earlier than the Appler. It is also more prolific. Some producers made 125 bushels per acre this year. The plant and grain are heavy and large, beardless and rust-proof.

In the matter of value this three weeks earliness is a matter of infinite import. For in the South we make two crops per annum, and oats must immediately be followed by cotton or corn or some legume hay crop. A late planting of these second crops endangers the whole crop. The Fulghum oat gives in the South ample leeway and time for any succeeding crop. Only those who live and farm in the South know how inestimable in value is this extra three weeks.

Fulghum oats have been heretofore scarce and almost prohibitory in price. But this year Georgia and South Carolina are making record oat crops and there is a good supply, though by no means ample, of Fulghum oats.

The fact that the oat has given splendid results at Arlington, Va., leads us to realize that higher latitudes than Georgia would do well to take up the Fulghum oat.

One peculiar thing about it is that it has never been advertised because there was practically no supply. There was not supply sufficient for the home demand. The heavy oat crop this year, 75 bushels of Appler oats being yielded where 40 bushels per acre have been usually raised, will allow this oat to be somewhat distributed around.

Fulghum oats can be planted all the fall, through

January. In Georgia fall-grown oats are far better than spring-grown oats. Occasionally when fall oats are killed the Georgia farmer will plant early Tennessee Burt oats; but these are so small and have so little returns that it scarcely pays to plant them.

The great value of oats in the South is that they "piece out" the scanty corn crop. They come into the barn just as the last year crop of corn has been eaten up. Through all the summer months, instead of buying western corn, oats are used for feed.

All the while the southern experiment stations are teaching the value of the oat crop; year after year they are insisting that more oats be planted.

Now that we have in the Fulghum the earliest and the heaviest producing oat so far known, there will be no longer an excuse for not planting an oat crop. The Fulghum should mark in the South a new era in oat growing. The dictum of the U. S. Agricultural Department at Washington that the Fulghum is the best oat the South has ever found or produced, only confirms the local belief.

DEDICATION OF CINCINNATI CHAMBER OF
COMMERCE

The new home of the Cincinnati Chamber of Commerce was dedicated with appropriate ceremonies on June 27, a large crowd being in attendance

NEW HOME OF THE CINCINNATI CHAMBER OF
COMMERCE

and many prominent speakers on the program, including Ex-President Taft. The building shown in the accompanying illustration is the highest inland structure in America. There are thirty-eight stories, four of which are below the street level, while the height above the street is 495 feet. The total height from sub-basement floor to top of tower is 535 feet. At the top of tower is a lantern, 14 feet in height, so that the real height above street level is 509 feet.

The building contains 5,175,000 cubic feet of space and 216,000 square feet of rentable area. The cost of the building alone is \$2,500,000, while the total investment, including the lot, is over \$3,000,000. The Chamber of Commerce will occupy the second and third floors.

Immediately following the dedication ceremonies there was held a banquet. Joseph E. Davies, Commissioner of Corporations, was the principal speaker. Mr. Davies confined his remarks to outlining the great changes in methods of conducting business during the past twenty years. He referred to the growth and development of corporations and said that legitimate business, big or little, which is on

the level, has nothing to fear from the present administration.

SETTLING QUESTION OF SALE OR
STORAGE

BY J. L. ROSENBERGER.

In an action brought to recover the possession of 63,460 pounds of wheat claimed to have been wrongfully detained from the plaintiff by the defendant, the Supreme Court of South Dakota holds that it was error not to permit the defendant's manager to explain, as a part of the surrounding circumstances, the use or purpose of the tickets given to the plaintiff, each of which simply stated that "load of B. S. wheat" was received from the plaintiff, giving gross, tare and net weights.

The court says, in *Anderson vs. Farmers' Co-operative Shipping & Elevator Company* (136 Northwest-ern Reporter, 1123), that it will be observed that the tickets were not storage receipts such as are required to be issued and delivered under Section 494 of the political code. The tickets were silent as to whether or not the grain was delivered for the purpose of sale or storage. These tickets, if they indicated anything in that respect, indicated a sale rather than a storage. It is a matter of common knowledge that such tickets are used as memoranda to keep track of the amounts, and the times when delivered, of grain sold. The testimony of the plaintiff would seem to indicate that he delivered the grain for the purpose of sale, the price to be fixed as of the date when he completed the delivery, and that he did not change his mind until the defendant's manager refused to give him 93 cents per bushel some 15 days after he completed his delivery.

If the defendant had issued and delivered to the plaintiff storage receipts providing for a delivery of a like kind, amount, and grade to the holder thereof in return for such receipts, as is provided by Section 494, then the contract and relationship of bailment would have been created, and the defendant would not be permitted to deny such bailment; but the Court is inclined to the view that such conclusive bailment cannot be created in any other manner than as provided by this section of the code. The Court does not desire to be understood as holding that the use of such tickets, as used in this case, would conclusively show a sale, or that ordinary rebuttable bailment arises or could not be created by the use of such tickets, but it is of the opinion, under circumstances like those in this case, that the delivery of grain to an elevator for the purposes of sale or storage must be determined from all the surrounding circumstances and from the intention of the parties at the time the delivery was made, and that it cannot be conclusively presumed there was a bailment under the circumstances of this case.

Whether or not the defendant stored wheat generally for its patrons and stockholders was a circumstance that might properly have been taken into consideration by the jury in determining the reasonableness of the claims of the contending parties, and also as affecting credibility and weight to be given to the testimony of the opposing witnesses on the question as to whether or not the wheat was delivered for storage or sale.

INVESTIGATING GRAIN DISEASES

A co-operative study of the various diseases of grain is soon to be commenced by the Minnesota Experiment Station and the Montana State College of Agriculture. The work will be confined chiefly to the cereals commonly grown in the two states of Montana and Minnesota, especially corn, wheat and oats, and will be under the direction of Dr. E. M. Freeman, plant pathologist.

The special advantage of the plan is that it will enable both Minnesota and Montana investigators to work on separate problems without a duplication of work, and in this way a larger field can be covered with equal benefits to the two states.

The piling of a dock at Portland, Ore., gave way recently and allowed 200 tons of wheat to fall into the Columbia River.

Great Elevator Explosion at Buffalo

Combustion of Grain and Flour Dust Completely Wrecks Big Plant—Many Lives Lost in Explosion and Fire—Long List of Casualties—Several Still Missing—Number Die in Hospitals—Property Loss Covered by Insurance

Following closely upon the heels of the big Erie Elevator fire, reported in the June issue of the "American Grain Trade," came another greater grain disaster, this one also being at Buffalo. On June 24 the grain elevator of the Husted Milling and Elevator Company of Buffalo was completely wrecked by an explosion presumably of dust. The loss of life was so terrible that expressions of sympathy and condolence have since been pouring into Buffalo from the entire civilized world.

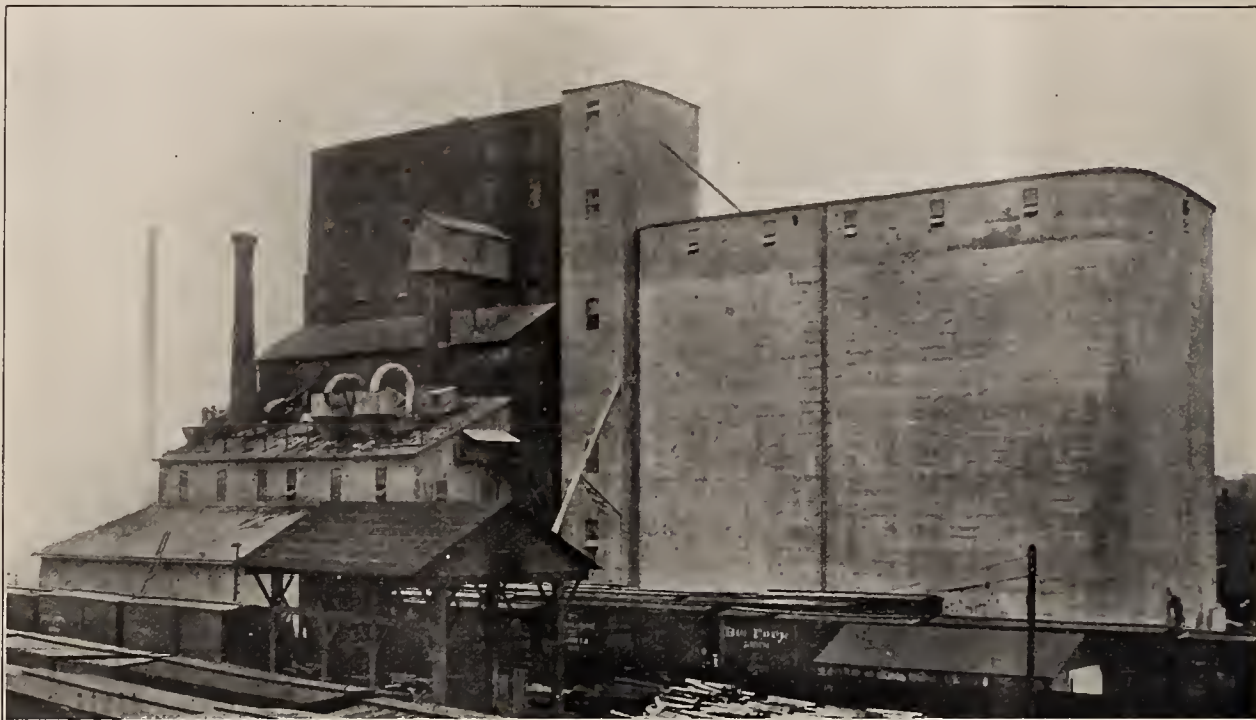
The explosion probably ranks as the greatest in grain and milling annals due to the number of lives lost and severe injuries reported, although so far as property loss is concerned it is exceeded by the Minneapolis mill explosion in 1878.

At first there were only four deaths recorded and about sixty men seriously injured were removed to the hospital. The death list soon grew, however, with the finding of more bodies in the ruins and the non-recovery of some in the hospitals. At the present time there are twenty-five deaths reported and at least ten more in the hospitals are thought to be dying. In addition there are six men among the missing and several more in the hospitals may not pull through, so that the ultimate death toll is estimated at about forty-five.

The plant of the Husted Milling and Elevator Company is situated along the Nickel Plate tracks between Elk and Prenatt Streets. Facing the former street is Elevator A, a concrete structure which was practically untouched. Elevator B, an older building directly behind the concrete elevator, was alone destroyed. The explosion took place at 3:52 p. m., which is indicated by the fact that the clock in the office was found to be stopped at that time.

The blast of the explosion sent a sheet of flame through every portion of the building, setting it on

at work on the third floor of the elevator at the Elk Street end. His body was blown with the debris entirely across the Elk Street Viaduct and hurled



PLANT OF THE HUSTED MILLING AND ELEVATOR COMPANY AT BUFFALO, N. Y., BEFORE THE EXPLOSION

with great violence against a house fully 500 feet away.

Henry Vetter, a foreman, was working in the tower of the mill and was buried under the ruins. His body was recovered about half an hour after the firemen had begun to play streams on the fire, and as his body was frightfully burned it is thought

the firemen and all the hospitals of the city were called upon to send their ambulances immediately to the scene. The police reserves were ordered out immediately and took charge of the vicinity.

For more than a mile distant the explosion was heralded by the rocking of houses and the falling of pictures and bric-a-brac. Half a mile away windows were smashed by the concussion.

In the adjoining parts of the Husted plant men were thrown the length of floors, from thirty to



PART OF THE WRECKED PLANT, SHOWING STREAMS OF WATER BEING PLAYED UPON THE SMOULDERING EMBERS

fire in a number of places and the majority of the hundred and seventy-two workmen employed by the company were severely burned or otherwise injured before they could escape into the open. Many issued from the elevator with their clothing on fire.

Three known and one unidentified men are credited as being killed in the explosion proper. The first of the known victims, Michael King, was

that death was instantaneous, probably from inhaling flames.

The third victim was John Conroy, a locomotive engineer for the Nickel Plate Line, injured while in his cab, his skull being fractured and his back broken, and who died shortly after being removed to the Emergency Hospital.

Soon after the explosion, which was heard and felt for many blocks, four alarms were sounded for

fifty feet. None of them, however, suffered anything worse than bruises.

Flames also shot across the Nickel Plate tracks to the yards for crippled cars of the New York Central. More than twenty-five freight cars, some empty and some loaded, standing on sidings near the mills, were destroyed as the fire was too fierce to allow firemen to get near them.

Nickel Plate train No. 6, from the West, had a narrow escape from destruction. The train, made up of ten passenger cars and several baggage coaches, was two blocks away, when the wall of the mills blew out on the tracks. Two patrolmen who turned in the first alarm of fire, ran down the tracks and flagged the train. The engineer stopped his engine so close to the burning mills that he was forced to reverse and back away, for fear of falling walls.

When the chief of the fire department arrived in his automobile he saw four men standing helpless on a roof of one of the lower buildings, with their clothes on fire. Ladders were immediately placed in position and the burned men rescued and sent to a hospital. Other rescues of imprisoned workmen were made whenever it was possible to get near enough to the flames, the heat of which was intense.

One of the real heroes of the day was John Kelly, a workman at the mill. Although the man's scalp was torn until it hung by but a shred and his face was burned, he refused to allow the surgeons to attend him until after some of the more seriously injured had been cared for. He assisted in the rescue of fellow workmen until he was forced to stop by one of the surgeons. After his injuries were dressed, he was sent to his home.

Many of the wounded who were removed to the hospitals presented terrible sights. The eyes of some were burned by the blast of flame. All were seared on face, head and arms. The moaning of the suffering men at the Emergency Hospital could be distinctly heard by an immense crowd that surged about the building for hours following the explosion.

All night engines pumped water on the ruins to cool them sufficiently to allow of a search for bodies. The chief of police immediately took the payrolls of the company and assigned men to check off the

names by house visits. It was observed that many of the employees of the mill, even those not much injured, were seemingly driven out of their senses by the shock. Some had to be calmed by force.

None of those injured and brought to hospitals seemed to have a clear idea of what had happened beyond the fact that there had been an explosion. It knocked them down or threw them for some distance and when they had regained their feet they fled for their lives.

Without doubt, however, the explosion was caused by combustion of grain and flour dust. The elevator has been drying damaged grain from the Erie Elevator which burned down last month.

The plant was six stories in height, and the cupola reached a height of 75 feet. This is not the first explosion which has occurred there, but the preceding ones were comparatively unimportant, no lives being lost either in the explosions or in the fires that followed. After the last fire the building had been thoroughly rebuilt and was believed to be almost fireproof. It had a capacity of 500,000 bushels.

The foundation and the wall facing Elk Street were of concrete half way up. The rest was of brick and wood covered with a sheeting of corrugated iron. The top of the cupola, also of corrugated iron, was blown four blocks away, falling in Elk Street and just missing a passing street car.

By referring to the picture showing the elevator as it appeared before the explosion and the one looking across the railroad tracks, it will be seen that the concrete storage house in the rear was unharmed.

The work of clearing away the debris and digging down into the ruins was intrusted to a local wrecking company, who put a force of 150 men on the job as soon as the fire had been extinguished. This number was augmented by the employees of the Husted Milling Company and the Buffalo Fire Department. The wreckage was placed upon cars and hauled away, more than 150 carloads having been removed up to the present date.

A public subscription was started in Buffalo im-

MOVING THE CANADIAN GRAIN CROP

The only big Canadian crop besides wheat is oats and little of the latter leaves the farm so that in considering Dominion methods of transporting grain

currs about December 1. This wheat goes eastward from Fort William and Port Arthur to Georgian Bay ports and thence to Montreal and Buffalo. The Montreal cargoes are trans-shipped from 14-foot steamers into barges of the same draught.



SCENE AT THE HEIGHT OF THE FIRE

it is sufficient to follow the movement of wheat. This is taken up at some length in a recent consular report which says that Canada's 1913 wheat harvest will approximate 200,000,000 bushels and its disposition will be about as follows:

Home consumption (an average of 8 bushels per

The capacity of the elevators in the western provinces is estimated at 63,814,500 bushels; Fort William and Port Arthur 25,700,400 bushels; lower lake transfer points, 32,635,000 bushels; Canadian seaports, 6,750,000 bushels. It is clear from these figures that the capacity of Canadian seaport elevators is inadequate to take care of the volume of grain that can be handled through the lake transfer points. The limitations upon the grain-handling capacity of Montreal are imposed less by its lack of elevator facilities than by its lack of tonnage. In October and November, when the Canadian grain movement is heaviest, Montreal ships are engaged in handling the more valuable cargo that is attempting to get out before the close of navigation on the lower St. Lawrence. At Montreal during the week of November 16-23, 1912, the ships were taking no grain. They were not even taking apples.

The amount of grain that can be taken out by lake and rail during the season in which it is grown is equal to the quantity that can be shipped from Fort William and Port Arthur in the months of October, November, and December. In 1911, wheat shipments from these two ports during the three specified months were: October, 16,403,321 bushels; November, 27,864,371 bushels; December, 6,513,050 bushels; total, 50,780,742 bushels.

To avoid heavy congestion it is desirable that 50 per cent of the wheat exported should be moved down the lakes by the close of navigation. In 1912 the harvest was three weeks late. As the average receipts of Fort William and Port Arthur during this period are 10,000,000 bushels per week, this meant that 30,000,000 bushels less than the normal amount could be taken down the lakes. On December 13, 1912, all of the elevators in Buffalo and Georgian Bay ports were full, and their harbors were choked with vessels in which grain was wintering. Buffalo had 15,000,000 bushels afloat in the harbor in 53 ships, and 20 more ships were expected before the close of navigation. In spite of this, the western wheat was not being moved out of the country elevators as fast as the farmers were bringing it in, so in succession, the Grand Trunk Pacific, the Canadian Pacific, and the Canadian Northern railways issued tariffs giving the same rates to Duluth and Minneapolis as to Fort William, which is the present basing point for all-rail grain rates from



A VIEW FROM THE RAILROAD TRACKS SHOWING WHERE THE WALLS FELL UPON A TRAIN

mediately after the disaster and a large sum is now being collected to relieve the families of the dead and injured.

The property loss will not reach the first estimate of \$1,000,000. It is stated by Edwin M. Husted of the milling company that the total loss on building and contents is about \$500,000, which is fully covered by insurance.

head of population) 60,000,000 bushels; frost-bitten, hence good only for chicken feed, 40,000,000 bushels; available for export, 100,000,000 bushels.

The farmers have no storage facilities of their own so that the grain is dumped in the elevators as fast as the railroads can transport it. The effort is then made to get as much as possible moved down the lakes before the close of navigation, which oc-

the West. This opened the American railroads as transportation routes for Canadian grain.

At present somewhat more than one-half of the exports of Canadian wheat pass out through American ports. The ports through which the wheat moved in 1911 were: Montreal, 15,305,721 bushels; St. John, 6,412,000 bushels; Halifax, 244,000 bushels; total, Canadian ports, 21,961,721 bushels; Boston,

5,158,468 bushels; Portland, 3,564,299 bushels; New York, 9,565,752 bushels; Philadelphia, 3,703,191 bushels; Baltimore, 2,200,518 bushels; total, American ports, 24,192,228 bushels.

It is a fixed policy in Canada that rates between Montreal and Canadian points shall be lower than the lowest rates between these Canadian points and American ports.

The Romance of Grain

A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN McGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

VIII.

THE CARAVANS [CONTINUED].

FIVE CLASSES.

After the Sea Caravan had evolved out of the Grand Caravan, and in time had adjusted itself wholly to the water rather than the desert, there were five kinds of Caravans generally distinguished in Asia, Africa, and Eastern Europe.

1. The heavy or Grand Caravan, composed of elephants, dromedaries, camels and horses. When there were 500 elephants, it was customary to add 1,000 dromedaries and 2,000 horses. With such a Caravan there must go an escort of 4,000 men on horseback (6,000 horses). Two men are required for leading one elephant, five for three dromedaries, and seven for eleven camels. People merely taking passage with the Caravan are not required to bear arms in case of an attack *enroute*, but in case of refusal they are not entitled to provisions (even by purchase at extra price) from the stores of the Caravan. Every elephant is mounted by a *nick* (lad) brought up to his task, who drives and pricks the elephant (should a battle come on with pirates). This lad also loads the firearms or otherwise attends to the weapons of two soldiers who mount the elephant with him at such a time. Payday is Monday, unless it be new or full moon; then next day. The smallest wages are paid at the first distribution. The time of setting out is never altered. "In order to bear the heat of the desert the merchants wear stockings and trousers of asbestos or mineral wool."

2. The Light Caravan has but few elephants.

3. The Common Caravan has no elephants.

4. The Horse Caravan has no elephants, dromedaries, or camels.

THE SEA CARAVAN.

5. The Sea Caravan began with the dawn of Sun Worship. The Sun, instead of being a Scorpion (Dragon) and drinking fiercely at the water-bags, was next theorized as a Dolphin that rose, passed over, sank in the sea and swam back under the earth to rise again. Moon worship was thereupon abandoned, or modified. This new Dolphin did not exhaust the water-skins. The Caravan Bashaw put to sea, killing such of his animals as he needed for their skins to inflate. The Captains, Mathematicians and military escort went with him, and at first the Sea Caravan never ventured out of sight of land. Cadmus was a Sea Caravan Bashaw, and the "Periplus" (sailing round) of Hanno from Carthage to somewhere south of Guinea, in West Africa, as preserved at Carthage and copied by the Greek historians, is the ancient account of the expedition of a great Sea Caravan Bashaw, whose power was no less than that of the greatest of the desert-conquerors.

We have it from Roman writers that the later Phoenicians operated their Sea Caravans, carrying Wheat as follows: The grain and store ships were round and cumbersome, called *gauli*. These were in the centre of the fleet, surrounded with tri-remes, or boats of soldiers with three banks of oarsmen. As this fleet kept in sight of shore, the Caravan added to the previous dangers of the desert the perils of the waves. Owing to the winds, voyages could be made only at certain seasons of the year. To go the distance from Cadiz to Sicily against the wind

would require three months of labor. Yet Rome believed the Phoenicians had boasted of sailing entirely around Africa.

"TARIFF."

Chiefs along the routes of the Caravans often had spies who gave notice of the dates set for starting. The robber-Sheiks usually attacked at the centre and attempted to carry off the vanguard. In case of a repulse, or even before an attack, an agreement might be made, the Caravan paying a tax for non-attack. When the Sea Caravans afterward sailed toward the Pillars of Hercules (Spain) a Chief on the island of Tarifa instituted a system of terrorism and taxation that gave a name to the tariffs or "customs" of modern maritime nations. It is generally noted by chroniclers that the thieves were scrupulously honest in carrying out their agreements, after payment of the "customs" by the Caravans.

EPIDEMICS.

When a Caravan approached a city (always walled) there were solemn and formal conferences on both sides as to the general health both of the Caravan and the town. If there were contagion in either, there was no further intercourse, unless the Caravan stood in need of provisions, when, with the greatest precautions, the necessary supplies were put over the walls of the city.

TROUBLES.

The possible profits of joining in the ownership of a Caravan were great. But the traveling merchant was warned that he must bear with his share of the provisions, the fatigues of long marches, the confusion of languages, and the exorbitant duties and "customs" through certain "hostile" regions. The merchant must be subjected to "the audacious robberies and subtle tricks" of the multitude of vagabonds who frequented the Caravans. The most precious of the merchandise was locked in the standard Caravan trunks, the precursor of the modern sample-trunk.

Gobi.

The Grand Caravan, with its three Mathematicians, defied the stretches of the Desert of Gobi, Lob, Job. In certain journeys of this marvelous adventure, there was no beaten path, the road being always around sand-dunes sometimes 200 feet high. The stars were the only guides. The south wind was thought to be poisoned. The rivers, as large as the Mississippi or the Volga, ran dry in Gobi, and water might be too deep in the earth to dig for.

THE FAIRS.

Wherever a great religion celebrated an annual pilgrimage a fair was held, and Caravans attended from the ends of the earth. Mecca in Arabia, Hooghley in India, Nishni-Novgorod in Russia, were gathering places where sometimes a million pilgrims and merchants might meet. The price of a bushel of Barley, Wheat or Rye, as fixed at Nishni-Novgorod, would be the probable price eastward to Peking for the following year. The Caravan from Nishni-Novgorod, going eastward, passed into Chinese territory and through the Great Wall somewhere a little eastward of Irkutsk, Siberia.

A Caravan went from Morocco to Mecca. The start from Cairo to Mecca with the Holy Carpet has long been a matter of newspaper description.

There was a Caravan from Ethiopia to Cairo; from Damascus to Meshed, Persia. The stores of Wheat or Rye and Barley at all such fair-centres of the early world were enormous, and there, as in Russia and Turkestan, its value was assessed for the following year throughout the countries without great markets.

It is to be noted that, whatever the religion, there was always a meteorite at such a centre, which was jealously preserved as the most precious possession of the cult and market-place. Mecca had been a market and shrine ages before Mohammed. The scone-stone in the throne-chair at Westminster, London, is a meteorite brought to Tara, Ireland, from some anterior market-place and shrine.

At all these central market-places the piles of Wheat and other grains in abundant years were mountainous, precisely as is seen nowadays in the Wheat areas of the Northwest and in the new Canada.

ON THE VOLGA.

Nishni-Novgorod, for instance, is best known and read about in the Western world. Monsieur Custine went there. The Fair has been held somewhere along the Volga River for a thousand years. From the nineteenth century onward its meeting place has been at the junction of the Oka and Volga, where Nishni-Novgorod has become a city of about 100,000 inhabitants. This city, with walls 100 feet high and extraordinary churches, keeps another and separate rock-built city for the Fair, which in that part of the world has no equal in fame. No doubt a hundred millions of trade on the spot result each year. It is said that 200,000 merchants from the Russias, Siberia, Afghanistan, Persia, India, China, the Turkestans and Western and Southeastern Europe make their appearance on great years. As the grain crops have increased, the grain trade that was normally \$5,000,000 has increased in proportion. The merchants rent about 6,000 shops.

MECCA.

The first Caucasian to describe the Fair at Mecca was Burkhardt, who simulated the costume and color and spoke the language of the Mussulmans. It was late in November, 1814. Burkhardt counted 3,000 tents and saw about 25,000 camels. He heard forty languages. One princess came with 500 camels. "Long streets of tents, fitted up as bazaars, furnished provisions."

INDIA AND THE CHOLERA.

The gathering on the Hooghley, an affluent of the Ganges River, is also of a religio-commercial nature. The town itself has never become populous, but in years of great sanctity it is said a million pilgrims gather. Here started the cholera that ravaged the world at various epidemical periods in the nineteenth century. There was slight cholera in Chicago as late as 1873, and a good deal in 1866. A brave man named Jenkins at New York kept it from the Chicago Fair of 1893. The Indian calls his Rice dumplings "chup-patties."

COLD-WEATHER BAKINGS.

Problems of baking the loaf confront the commissary crossing the Siberian steppes. In a temperature of from 20 to 50 degrees below zero of Fahrenheit, the bread must be so "lightened" that it can be cut with an ax, or the traveler might often go hungry. The Russian bread is the "lightest" in the world. It can be cut with knives and eaten without fire at hand in the coldest weather.

OMAR.

In the time of Omar (about 642 A. D.) the Caliph was compelled by famine to call on Egypt for Wheat, and the Caravan, when its vanguard reached Medina, in Arabia, its destination, was still marching out of Egypt.

Sometimes in inner China and Siberia, Caravans met by appointment and traded in bulk—Wheat and Rice for cloth, spices and wools.

[TO BE CONTINUED.]

A big corn elevator with a capacity of 1,000,000 bushels will be erected at Port Arthur, Ont., this summer, according to reports. This is expected to be the forerunner of a large increase of corn growing in the Canadian Northwest.

Council of Grain Exchanges at Cincinnati

Interesting Sessions at Midsummer Meeting—President Merrill's Address Covers Vital Questions—Special Addresses—Co-operation—Grain Exchanges and Public Sentiment—Relations Between Exchanges, Producers and Shippers—Present Status of Federal Grain Standardization—Joint Session with Ohio and Indiana Grain Dealers

Three large conventions of grain men met at Cincinnati, Ohio, on June 16, 17 and 18, and it can be said of the city and its grain merchants, that as hosts they were fully equal to the occasion. Everything was done for the comfort and entertainment of the guests that could be done and even the terribly high temperature was moderated by frequent excursions through the park systems and environs of Cincinnati.

Although there were two other conventions held in the city at the same time, the grain meetings of the Council of Grain Exchanges, Ohio Grain Dealers' Association and the Indiana Grain Dealers' Association monopolized public attention. A joint session of the three organizations was held on Tuesday afternoon, June 17, and the other sessions were convened separately. The reports of the meetings of the two latter bodies will be found elsewhere in this issue.

MONDAY MORNING SESSION

The midsummer meeting of the Council of Grain Exchanges was called to order by President J. C. F.

eration by some of our members. The committee having these matters in charge has energetically sought to secure favorable action, and it is to be hoped will continue its efforts until successful.

The Crop Committee's Work

The work of the Crop Committee is of tremendous importance. To increase production is an imperative duty resting on all agencies capable of rendering help to accomplish results of this nature. The rapid overtaking of production by consumption; the need of producing more bushels in order that the farmer may hold his own on those products, the prices of which are to be scaled down in obedience to the mandate of free trade, is plain enough to be easily recognized, for if the farmer must sell at the price to be fixed for him at the world's markets in competition with the product of cheap lands and labor of other countries, more than ever before he must meet that competition. If he must sell cheap he must have many bushels. Heretofore, the tariff has added to his price, our export surplus for some years past having been small, for 1912 only 40,029,000 bushels of corn out of a 2,531,000,000 bushels crop, and 30,160,000 bushels of wheat out of a 621,338,000 bushels crop of 1911. These figures will serve to show how fully we have consumed our product, and hence how potent the tariff has been in creating high prices for the farmer.

The reports of the committees on bills of lading, on

that the Federal Statute should be uniform with the various State Statutes.

The doubt attaching to bills of lading growing out of a decision of the United States Supreme Court, centers around the fact that a carrier can not be held on an order bill of lading if such bill was issued by the carrier before it received the property. Freedom from this particular liability has injected uncertainty into, and has destroyed the value of bills of lading as negotiable instruments to an extent making remedial legislation a necessity. Drafts with bills of lading now depend as much, or more, for their negotiability on the drawer thereof, as they do on the value of the bill of lading itself.

Who is at fault if the goods are not delivered on a duly executed order bill of lading? Surely not the innocent third party. The carrier should be made responsible.

It is not the intention to impose upon the carriers any extraordinary or onerous conditions.

Naturally, self-interest will cause them to escape this liability, as well as others, if they can. They should, however, be compelled to be responsible for all duly authorized bills outstanding in hands of innocent holders.

The Pomerene Bill also provides protection against abuses in the issuing of straight bills of lading, as well as those marked "Shipper's Load and Count." Through export bills of lading will also benefit equally by the enactment of this bill.

Handling of Soil Products

The movement of soil products sold on the exchanges such as are susceptible of being stored without deterioration, are handled by three distinct classes:

A. Country dealers who buy from farmers and sell to other dealers or consign for sale for their account to a primary market commission merchant.

B. Storage merchants and others who buy the grain for the purpose of earning storage charges on the grain, and interest on the money invested in it.

C. Shippers or distributors who commonly practice



VIEW OF SKYLINE IN CINCINNATI, OHIO

The Tallest Structure Is the Home of the Cincinnati Chamber of Commerce.

Merrill at 11:00 a. m. on June 16 at the Hotel Sinton, Cincinnati.

PRESIDENT'S ADDRESS

After a few introductory remarks President Merrill read his address as follows:

We live in a day when, more than ever before, all organizations must justify their existence to those responsible for their existence. The public is becoming persistently exacting of this requirement of all bodies chartered by the state. Our organization is no exception to this general condition. Our members are more exacting than they would be if they were not contributing funds to assist in carrying forward the Council work. Therefore, the Council must, at least to a reasonable degree, accomplish something of value, or admit its inefficiency. In some respects, the accomplishment of all of the purposes and objects of the Council has been found practically impossible. The matter of uniformizing the rules relating to terms of shipment of commodities handled on the exchanges has not made the progress its friends have hoped for. The principal reason for this is that conditions of all business are not the same on all of the exchanges, although fundamentally the same. Therefore, a thing to be desired at one market center may not be of significance at another.

Business moves along lines of habit and confirmed and well determined practices of organized bodies, like those of individuals, are not easily overturned. Unless there is some palpable and advantageous reason presented in support of a request for a change, it is well-nigh impossible, as our experience teaches us, to get even meritorious amendments to the code of rules of some of our members even seriously considered by them. The test of necessity, the one measure of invention of ways and means of accomplishing things broadly desired, evidently does not indicate that all of the proposed amendments ring true to all of the exchanges. This may be, and it probably is, true as the cause of only some of the failures to secure favorable consid-

publicity and on uniform rules will be made in regular order. The question now pressing itself on the attention of the members of the exchanges of the country is that of legislation at Washington.

The Pomerene Bill

To emphasize the importance of bills of lading before this convention would appear unnecessary, but the potent influence of this body, if it sees fit to exert it, in a matter so vital to the domestic and foreign commerce of this country is so desirable, a word on the subject will be of value. Bills of lading are used to an enormous extent in the business of the country. Our great staple crops are moved and financed by use of bills of lading. Their total yearly value is almost beyond comprehension. In a case before the Interstate Commerce Commission, it was estimated to be in this country approximately twenty-five thousand million dollars, of which five thousand million passes through the banks. The instruments representing a sum so huge as this should be given all the sanctity the law attaches to commercial paper.

The Pomerene Bill is intended to do this. It is a comprehensive codification of commercial usages on this subject, well thought out, clearly stated and so carefully prepared that it is a model of good legislation. It seeks not only to do away with the frauds made possible in bills of lading, and at the same time protect the rights of the carrier, shipper and banker as far as can be done with justice to all parties. It passed the United States Senate unanimously August 21st, 1912, but failed in the House of Representatives, in the Committee on Interstate and Foreign Commerce. In a slightly amended form it has been reintroduced into the present or 63rd Congress. It is practically the Uniform Bill of Lading Act, which has been enacted in ten states, Connecticut, Illinois, Iowa, Louisiana, Maryland, Massachusetts, Michigan, New York, Ohio and Pennsylvania. Four of these states, New York, Pennsylvania, Ohio and Illinois, produce as much tonnage for transportation as any other ten states. It will be admitted

buying in the terminal markets on the exchanges from the commission and storage merchants, and sell throughout the country at large, those of the middle west shipping to the southern and eastern states. This commerce is widely distributed in some commodities, barley, for example, crossing the continent.

The conduct of this business of dealing in fluctuating commodities involves greater risk than is found in any other department of the general business of the country. This is because crop conditions in this and in both foreign competing and consuming countries, are constantly changing, with a harvest every month in the year in some part of the globe with its resulting influence exerted at the world's markets where universal values are finally determined.

Because of the risk imposed by ownership of fluctuating commodities, it has become a common practice of dealers to eliminate this risk by selling them for future delivery in such quantities as they may own, with the intent of delivery or of buying back in open market a sufficient quantity of the kind sold to deliver on their sales and thus satisfy their contracts.

Market places for the convenient meeting of sellers and buyers have come into existence in obedience to a prime necessity. Exchanges are such market places; they do no business as organizations, the business done on them being entirely that of the public—men dealing with each other. Rules more fully outlining the process of business than the law does are enacted as the result of years of experience dictates. Adjuncts, such as a Weighing Department, Inspection Department, Clearing House Department, and others for the purpose of facilitating the performance of contracts, exist in obedience to the dictates of necessity.

The service rendered by those carrying the surplusage of our production of over five billion bushels of grain, and many other commodities, some of equal importance, is a very large one and seldom fully comprehended. Both competent and incompetent persons speculate and often with disastrous results. This is

common knowledge. The service they render in buying for future delivery the stored food supply of the nation must be performed by some one and whoever performs it takes the risk of losing with a hope of gaining something. It is a matter of choice; and, if there be no lurking peril of artificial creation the free agency of every individual, thus assuming such a risk is by right a matter of individual concern. In view of the fact that ownership of our great production enforces itself on some one when produced, to remain so until it is consumed, it follows that its movement in commerce is attended by many changes of ownership, thus the aggregate sales of these commodities amounts to many times the quantity produced, great as that is. No one may know even approximately the enormous total of this vast trade in all of its ramifications. It is greatly more than is commonly understood.

The Necessity of Speculation

It being evident that every owner of soil products beyond his personal need of same is a speculator rendering a service to others, it becomes evident that speculation is an enforced necessity. It is frequently mistakenly condemned as being wholly bad and as rendering no service of value whatever and quite possible of elimination. The service required to be rendered is a great and valuable one; yet it may be doubted if any considerable number of persons at any time perform it for any other purpose than with the hope of personal gain. It is a service, the performance of which can not be determined by law and must be left to the free agency of the people to decide for themselves. All attempts to the contrary have been and must fail because of fundamental unsoundness. Free, open and unhindered speculation is a most potent force in preventing violent and disastrous fluctuations.

Effect of Tax on Futures

An amendment to the tariff measure to be added to the income tax provision, was announced to the Senate on May 1, the provisions of which impose a tax of ten per cent on all short sales of products of the soil, meats, or provisions of any character made upon, in, through, in connection with, or under the regulations of any exchange, board of trade, or other organization doing business in the way in which such institutions are now carried on. This is the most serious in its nature of any proposed legislation of recent years. It merits a careful study of its effects on the commerce of the country in these commodities.

The bulk of grain and other soil products dealt in on the exchanges of the country are sold for distribution to consumers on what are commonly known as "overnight offers." Therefore, it is a common and widespread practice to sell these commodities before buying them. All such sales would fall within the provisions of the Cummins proposed amendment to the income tax, and so incur a tax of ten per cent.

Inasmuch as this tax is prohibitive, it follows that the enactment of this measure would destroy a large part of the commerce in grain and other commodities as now carried on at or in connection with all exchanges whether to be shipped to or from them. This would be true for the sound economic reason that it is safer to sell these things before buying them than it is to buy them before selling. If bought before they are sold, a buyer of them may not, in the nature of things, know when they can be sold. Ownership of them involves the use of capital as well as being inseparable from the risk of ownership. They could not be hedged and while hedged sold for shipment without incurring the tax on one of the two sales; therefore, the risk of loss due to a declining market must be assumed, to which must be added the incidental cost of carrying charges pending a sale.

It is not feasible for the ordinary shipper to own and to carry two or three grades of each of No. 1 Northern Spring, No. 2 Red and No. 2 Hard Wheat; two grades each of three colors of corn, yellow, white and mixed; four or more qualities of oats, besides other grains, millfeeds, hay, cured meats of all kinds, etc., comprising the list of articles commonly offered out over night through a large number of brokers scattered over a wide area of country comprising many states and foreign markets. The major number of those engaged in such business are not in possession, nor in control of sufficient capital to finance such a business. Only those possessing large capital and unbounded resources could carry it on.

The practice of selling a fluctuating article before it is bought, has a margin of safety residing in the profit which is in the prize, which buying before selling cannot possess. The profit of one cent per bushel, or fifty cents per ton, or of two per cent on cured meats, is a protection against loss to the extent of the profit. The profit used in merchandizing soil products varies in accordance with market conditions, scant supplies and active demand dictating a wider margin than when a flood of supplies in excess of daily requirements is arriving. One may lose his profit on an advancing market and do so with equanimity, but a loss of capital is an injury of the insolvency type. It is but an expression of a prime principle to choose the safer of the alternatives. To be compelled by law to reverse this order would, in its application to the business of the distribution of the food necessities of eighty-two millions of people, produced by our other fourteen millions living on six million farms, be destructive of the business of a large number of our citizens who would be financially unable, if for no other reason, to continue in the busi-

ness; it would, as before stated, tend to concentrate the business in the hands of capital. Even this class would be seriously and unfavorably affected.

A measure evidently intended to curh "short selling" in a speculative sense, the merits or demerits of which need not be discussed here, unintentionally on the part of its author, would become destructive of the commerce of the country to an insufferable degree.

Origin of Inimical Legislation

It has usually been true in matters of proposed legislation affecting the exchanges that the original suggestion has been that of a constituent, who for one reason or another feels that he has a call from some commanding source to serve his country by correcting some evil fancied or real and invokes the use of the strong governmental arm through his congressman or senator as the most natural as well as effective way. Therefore, in every instance, it has developed that partial knowledge of the matter only has been possessed by the originator. On this ground, more than on any other, the exchanges have built their defense, and with success to this time. To avoid giving offense, to further correct any usages complained of and to acquaint the people generally with the facts, keeping an open book, will secure to us a freedom of legislative interference commensurate with the importance of the great business of handling and distributing the products of the country.

REPORT OF SECRETARY

Following the president's address, Secretary J. R. Pickell submitted his report which in part was as follows:

We have received resignations of the Detroit Board of Trade and the St. Joseph Board of Trade since our last



J. COLLIN VINCENT, BALTIMORE
Who Spoke on "Co-operation."

annual meeting. The Toledo Produce Exchange requests that its representation in the Council be reduced to one voting member, thus making its annual dues \$100, instead of \$200, as formerly. The withdrawal of the Detroit Board of Trade and the St. Joseph Board of Trade from the Council, and the request of the Toledo Produce Exchange for representation reduction, are therefore recommended for your consideration and action.

Following the January meeting, President Merrill devoted much time to securing funds for the Crop Improvement Committee. He was ably assisted by its individual members, whom he appointed soon after the January meeting. After due consideration of the actual needs of the Crop Improvement Committee, association members were requested to appropriate funds for crop improvement as follows:

Crop improvement fund appropriations requested:	
Chicago Board of Trade.....	\$5,000
St. Louis Merchants' Exchange.....	2,000
Kansas City Board of Trade.....	2,000
Minneapolis Chamber of Commerce.....	2,000
New York Produce Exchange.....	1,500
Milwaukee Chamber of Commerce.....	700
Omaha Grain Exchange.....	500
Duluth Board of Trade.....	500
Toledo Produce Exchange.....	250
Buffalo Corn Exchange.....	200
Baltimore Chamber of Commerce.....	200
Peoria Board of Trade.....	100

The following sums have been paid by Council members as a partial or full payment of funds requested: St. Louis Merchants Exchange.....\$2,000

Kansas City Board of Trade.....	750
Minneapolis Chamber of Commerce.....	1,000
Milwaukee Chamber of Commerce.....	300
Duluth Board of Trade.....	500
Buffalo Corn Exchange.....	200
Baltimore Chamber of Commerce.....	200
Omaha Grain Exchange.....	300
St. Louis Business Men's League.....	1,000

Chicago promptly appropriated \$5,000 upon request.

No response has been received from the New York Produce Exchange and the Toledo Produce Exchange. The Peoria Board of Trade contributed to the Peoria County Farmers' Board and has not made any appropriation to date for Council work.

It should be noted and emphasized that the St. Louis Merchants' Exchange, in addition to appropriating \$2,000, as requested by your officers, was instrumental in securing \$1,000 from the Business Men's League of St. Louis, which has been paid into the Crop Improvement Fund of your organization.

General Expenses

The general expenses of the Council, from January 16 to June 2 have been as follows:

EXPENDITURES.	
Secretary's salary	\$ 500.00
Stenographic work	124.00
Traveling expenses	185.62
Office expenses	147.55
Publicity	231.72
Telegraphing	9.58

Total\$1,198.47

RECEIPTS.

Balance on hand, January 16.....	\$ 74.81
Dues—	
Milwaukee Chamber of Commerce.....	200.00
Chicago Board of Trade.....	200.00
Kansas City Board of Trade.....	200.00
Peoria Board of Trade.....	100.00
Baltimore Chamber of Commerce.....	200.00
Minneapolis Chamber of Commerce.....	200.00
Cairo Board of Trade.....	100.00
Omaha Grain Exchange.....	200.00
St. Louis Merchants' Exchange.....	200.00
Duluth Board of Trade.....	200.00
Buffalo Corn Exchange.....	200.00
Wichita Board of Trade.....	100.00
New York Produce Exchange.....	200.00
Toledo Produce Exchange.....	100.00
San Francisco Chamber of Commerce.....	100.00
Interest, April 30	41.25

Total\$2,616.06
1,198.47

Balance in General Fund, June 6.....\$1,417.59

Crop Improvement Fund

The sum of \$7,417.02 had been collected up to June 4, from various sources, for the Crop Improvement Fund, which in addition to \$5,755.66 on hand January 13, makes a total of \$13,172.68 collected to June 4.

Seven thousand, two hundred fifty-four dollars and ninety-six cents had been expended up to June 2d by the Crop Improvement Committee, this leaving a total of \$5,917.72 in the Crop Improvement Fund, as will be shown in detail by your Treasurer's report. In consideration of appropriations which have been made, but are yet unpaid, together with some Council members yet to hear from, the unexpected sources which Secretary Ball is perpetually tapping, it is certain that the \$15,000 desired by the committee will be forthcoming without difficulty or undue effort.

Uniform Rules

Your secretary was instructed to obtain an expression of opinion in regard to Uniform Rules proposed for the adoption of the Council members by the Uniform Rules Committee, as follows:

(1) providing for a margin clause covering cash grain transactions; (2) calendar days as a basis for shipping time; (3) the arbitration of differences in the market on which the trade was consummated; and (4) the adoption of uniform rules as to methods and manner of adjusting defaulted or delayed shipments, or over or under shipments of grain.

These opinions were secured and submitted to the chairman of your Uniform Rules Committee, who tabulated them, and will present the summary to this meeting.

The Magnuson Resolutions

The following resolutions were adopted at the last meeting of the Council:

Resolved, that offers to buy or sell large quantities of grain or seeds for future delivery with the limitation requiring the buyer or seller to purchase or sell the entire amount offered, is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member in lots of 5,000 bushels or multiples thereof. And be it further

Resolved, that the making of pretended or fictitious offers to buy or sell futures in pit trading is uncommercial conduct, and is hereby forbidden; the purpose of this resolution being to put an end to all bids or offers which are not made in good faith, and intended to be carried out if accepted.

Your secretary was instructed to offer them for the basis of rules to be adopted by organization members. The resolution relating to "pretended or fictitious of-

fers" is already covered by rules of all the exchanges trading in grain for forward delivery in some form.

The first resolution, covering offers to buy or sell large quantities did not meet with unanimous approval, the exchanges reporting as follows:

Cincinnati: Cash market. Baltimore: Will take no action.—Snyder. Peoria: Cash market. Minneapolis: Rules conform to resolutions. Chicago: "Unwise to adopt such a rule." Buffalo: Cash market. Kansas City: "Not expedient to adopt first resolution." Milwaukee: 1st. Committee of Rules instructed to draft an amendment in accordance with Magnuson's resolutions. 2nd. Change in administration interfered. Toledo: Informally agreed to adopt rules covering resolutions if other markets do the same. Duluth: In sympathy with the spirit of the resolutions but no complaint of such practices. St. Louis: 1st. Rules covering the resolutions to be voted on April 22. 2nd. Vote

existing under the old system of regular mailing. Protest was made against this service, and some relief in certain localities was granted.

Publicity

The principal duty of your secretary, outside of the routine work of the Council, which necessarily involved considerable time, has been to secure as much favorable publicity for the grain exchanges, written and oral, as possible, and to controvert editorial statements and public addresses which reflected upon the methods or the integrity of the exchanges. This work has been vigorously, and, we hope, effectively prosecuted. We are in possession of much evidence which convinces conclusively that public opinion is becoming more and more familiar with the operation of the grain exchanges.

The passage of what is known as the "Put and Call" Bill in the state of Illinois, the splendid report of the Senate Investigating Committee of the Minnesota Legislature, vindicating the Minneapolis Chamber of Commerce methods and the legality of transacting business by the Chicago Board of Trade, attested by a case in the Municipal Court of Chicago by a jury of average citizens, the first in which a Chicago jury has favored the legitimacy of trading for future delivery—all indicates that the average man is beginning to learn the true economic value of the grain exchanges.

TREASURER'S REPORT

Upon motion the report was received and placed on file and then Treasurer John W. Snyder read a detailed financial report which corresponded with the figures submitted by the secretary. The report followed the usual course.

An Auditing Committee was appointed consisting of Charles F. Macdonald, Duluth; F. A. McClellan, Buffalo, and John L. Messmore, St. Louis.

REPORT OF BILL OF LADING COMMITTEE

The report of the Bill of Lading Committee read by W. M. Hopkins in the absence of Chairman Charles England, referred entirely to the proposed Pomerene Bill in which is specified what the terms and conditions of the bill of lading should be. The subject was more or less covered in the president's address so that the report merely called attention to certain undiscussed features of the bill and the necessity for a committee to appear before the Interstate Commerce Commission when that body is dealing with the terms and conditions of the uniform bill of lading.

The report was received and the committee ordered to continue its work and appear in Washington when necessary.

Henry L. Goemann, chairman of the Committee on Rules, stated that the progress of the committee has been discouragingly slow because the various exchanges had failed to promptly send copies of their rules when requested. He asked for a continuance of the committee to allow it to complete the work and this was unanimously granted.

REPORT OF CROP IMPROVEMENT COMMITTEE

President Merrill said that the report of the Committee on Publicity had been practically made in the secretary's report and called on J. C. Murray, chairman of the Crop Improvement Committee, who said that the committee had been guaranteed \$4,000 this year from outside interests, for crop improvement work, providing the Council raised \$12,000, which is already assured. Mr. Murray declared that \$1,598.27 had been spent on the corn poster and rag doll testing campaigns, and that \$1,643 had been received in payment for the corn testing rag babies and advertising literature. He referred to the splendid progress which the committee had made through the efforts of its secretary and stated that the committee expected to engage a field man very soon; \$79,000 of the Sears-Roebuck fund of \$100,000 had been paid out and forty counties have almost qualified for the remaining \$21,000.

The meeting was then adjourned for luncheon.

MONDAY AFTERNOON SESSION

J. Collin Vincent, of Baltimore, was the first speaker at the afternoon session, having for his subject "Co-operation" which he treated in a broad and comprehensive manner. He stated that co-operation starts at the home and is carried out into business and civic affairs. He reviewed the benefits of co-operation in several large organizations and also referred to the co-operative work in his own state of Maryland. Mr. Vincent in defining co-opera-

tion quoted from a speech of the late Hon. John P. Jones in the U. S. Senate, as follows:

"Association stands for strength, for concentration, for intensity for achievement. Isolation stands for feebleness, for ignorance, for inefficiency. It implies expenditure of force without proportionate results. It involves waste of physical energy and induces mental languor and impotence.

"Whatever then tends to bring men together tends to lighten the burden of each, while multiplying the achievements of all—that means co-operation."

C. A. Magnuson of Minneapolis, delivered an able address upon "Grain Exchanges and Public Sentiment," saying that the matter of public sentiment in its relation to any quotation is of vital importance. Eliminating the demagogues and professional agitators there must be reasons for the general feeling, against the grain exchanges. One of the chief reasons is manipulation. If members of grain exchanges charge manipulation, the public can scarcely help believing what they would like to believe anyway. The grain exchanges, according to Mr. Magnuson, can only shake off the charge of manipulation by fixing disciplinary penalties which will be of such a character as to eliminate any practice that ever hints at manipulation. Verbal and press publicity is a remedy for misleading and erroneous statements. The would-be speculator who "grins if he wins and squeals if he loses" must be eliminated and the business confined to those who are mature, who can afford to lose if they are wrong, and who will only lose their own money if they lose.

W. J. McCabe of Duluth spoke on "Closer Relations of Produce Exchanges, Producers and Shippers." He asserted that although the exchanges are most important factors in business, preventing as they do the congestion of grain and other produce, nevertheless members must not forget that they are dependent upon producers for their living. The underlying antagonism to exchanges may be traced



W. J. McCABE, DULUTH

Who Spoke on "Closer Relations of Produce Exchanges, Producers and Shippers."

postponed to give the Rules Committee more time. New York: Wide difference of opinion. Option trading limited. Inadvisable to carry matter further. Cairo: Cash market. San Francisco: Adopted rule in accordance with Magnuson resolutions, unit being 100 tons. Memphis: Trade limited—unnecessary. Wichita: No reference to same in by-laws. Omaha: No future trading. Rule useless.

Uniform Certificates of Weight and Inspection

None of the exchanges has approved the suggestion of Mr. Riley that uniform certificates of weighing and inspection should be adopted by them, similar to those now used by the Indianapolis Board of Trade, nor has the proposed color scheme, of "white for the first inspection, light blue for the inbound weight, pink for the out inspection and buff for the outbound weight," met with approval. Each state or produce exchange weighing and inspecting grain seems wedded to its own system. So far as a record of the physical condition of the cars and the seal records is concerned, each exchange has its own system. All report on cars that arrive leaking, as the Chicago Board of Trade, but not all exchanges report the physical condition of all cars and not all keep a complete seal record. There is no particular objection to making such records that I have been able to discover, provided the country shipper of grain is willing to hear the additional expense of making complete condition and car seal records.

Legislation

The federal inspection of grain, as proposed by the McCumber Bill, was brought to the attention of the exchanges, but a majority of those taking any action on the question either remained neutral or favored the bill.

The Pomerene Bill has been endorsed by this Council and repeated communications have been sent to the various legislators requesting the enactment of the bill, and the organization's members have been requested to bring their influence to bear on the legislators in favor of the Pomerene Bill. All have promptly responded.

The proposed Cummins amendment to H. R. 3381, which provides for a tax of ten per cent on the contract price at which any property is sold for future delivery, is deemed by those who are in a position to know, to be the most drastic legislation ever proposed affecting the grain exchanges. It has been vigorously protested against by the exchanges, and especially by the president of the Council.

The adoption and inauguration of the Parcel Post by the Government inflicted inequality of charges and poor service upon the grain trade, compared to conditions



C. A. MAGNUSON, MINNEAPOLIS

Who Spoke on "Grain Exchanges and Public Sentiment."

directly to the fact that they have not paid attention to public sentiment and what the producer thought of them. Mr. McCabe reviewed the recent Minnesota legislative investigation, which was inspired principally from the fact that the grain exchanges had not kept closely in touch with the producers so that the latter might know the true facts concerning the functions of grain exchanges. The same thing is true about the shippers and both they and the producers must be educated to understand the real utility of the exchanges.

W. M. Hopkins, transportation manager of the Chicago Board of Trade, followed with an interesting paper upon, "Transportation, Its Relation to the Grain Trade." The speaker discussed the dual nature of a railroad corporation, in that it is a com-

mon carrier, subject to certain duties and obligations, and it is also a private corporation the owners of which want the best possible returns on their investment. Thus there is an inevitable conflict. Continuing, Mr. Hopkins said in part:

The relation between the public and the railroad companies may be likened to that existing between a seller of goods and a purchaser of goods. The seller is endeavoring, at all times, to get as much as possible for his wares; the purchaser is endeavoring to buy as cheaply as possible. Yet the interests of both are identical, as neither can exist without the other. Thus the railroad company must have a purchaser for its service and the public must purchase such service. The difference in the analogy being that as common carrier the service must be furnished, and the public, if it ships goods, or travels, must become a purchaser—whether voluntary or involuntary. This situation gives rise to our railroad problem. What facilities for the transportation of property and persons may the public reasonably demand of the carriers, and what compensation may the carriers reasonably demand for such services?

Transportation has been and is the greatest factor in the development of this country, and our continued prosperity and commercial expansion depends to a very large extent upon our railroads and the service which they render.

What we have above said as to the needs of efficient transportation applies with peculiar force to the grain trade to even a greater extent than any other line of activity. Grain is a commodity peculiarly sensitive to even a slight modification in the rate. It requires a better class of equipment than certain other commodities, it requires more expeditious service; and for all these things it pays a higher rate of transportation than the average carload commodity transported.

As I have before stated, grain pays the railroad company a higher rate than the average of all other carload commodities, and therefore should be entitled to the most efficient service because, as a matter of fact, service is often more important than the rate.

I think the railroads do not realize the value of the grain business or the necessity for reform in some of their uneconomic methods from which the grain trade is now suffering. A united grain interest, advocating constructive measures, would, I believe, be able to accomplish most beneficial results.

Dr. J. W. T. Duvel, crop technologist in charge of grain standardization of the U. S. Department of Agriculture, spoke upon "The Present Status of Federal Standards for Corn Grades." Dr. Duvel said that the grades will be formulated and ready to be given to the grain trade by the latter part of July. The rules will be the result of an extended investigation but there is no intention of tying up the trade with a lot of impossibilities and that therefore after the announcement of the rules, a general conference may be held at Washington to consider them in detail and present reasons for changes. In connection with his address, Dr. Duvel exhibited several charts showing the variation in moisture content and purity of the various grades of corn for the past five years.

President Merrill then called upon Charles D. Jones, president of the Grain Dealer's National Association, for a few remarks, but the latter, in view of the fact that he was on the program for the following day, made no extended address, merely congratulating the members upon the able manner in which the business and discussions were handled.

The meeting then adjourned until Tuesday morning.

TUESDAY MORNING SESSION

The report of Bert Ball, secretary of the Crop Improvement Committee, was received at the opening of the Tuesday morning session. Mr. Ball stated that during the past six months the interest in crop improvement had spread very rapidly. In every state the work has been materially strengthened and the foundation having been properly laid it is now the committee's task to perfect the organization in every county. The twenty-six county farm bureaus reported at the January meeting have now been increased to seventy-four. Mr. Ball also reviewed the great success attained with testing of corn and small seeds during the past year. The work of the committee is divided into three classes: First, the systematic testing of all seeds; second, the organization of a county-wide grain breeding association; third, the merging of all these into a farm bureau, covering all agricultural subjects, in charge of a paid county agent.

A paper written by E. Pfarrius, of New York, on

the uniform methods of testing the weight to the measuring bushel was read by L. W. Forbell. As the paper carried a request for a solution it was referred to the Uniform Rules Committee.

H. L. Goemann moved that a Transportation Committee be appointed to serve for the balance of the year, this committee to take up questions of interest to all exchanges such as the Henderson case, and transportation matters of general interest, and not affecting individual markets where there is a diversity of interests. The protests of two or more markets, members of the council, shall prevent action by the committee. The motion was seconded and carried.

C. A. Brown, of Minneapolis, spoke upon the necessity of co-operating with the Grain Dealers' National Association with regard to the operation of the Food and Drugs Act.

The report of the Auditing Committee was then received and accepted and after a brief discussion on various points of more interest, the regular session of the council was adjourned until January, 1914.

JOINT SESSION ON TUESDAY AFTERNOON

The joint session on Tuesday afternoon, June 17, held in Grand Opera House Hall, between the Council of Grain Exchanges, the Indiana Grain Dealers' Association and the Ohio Grain Dealers' Association was a noteworthy gathering. It brought together some of the largest grain merchants of the country, presidents and secretaries of leading exchanges and grain associations, and was addressed by men of national prominence.

E. C. Eikenberry, president of the Ohio Grain Dealers' Association, presided over the meeting and after an invocation, by Rev. John E. Burgett of the Ninth Street Baptist Church, Frank Collins of the local committee announced the entertainment features which had been arranged for the guests.

In the absence of Mayor Henry T. Hunt, Vice-Mayor Simeon Johnson welcomed the three organizations on behalf of the city of Cincinnati.

"When Indiana and Ohio meet in old Cincinnati, harmony must prevail," he said, "for then nothing can go against the grain." Cincinnati was proud to welcome the visitors as factors in the world's industrial progress and he expressed the hope that they would tarry in the city long and come soon again.

A very cordial address of welcome on behalf of the Cincinnati Chamber of Commerce was extended by its president, Walter A. Draper. He felt it very fitting and proper, he said, that the Chamber of Commerce should welcome them, as the grain trade was one of the most important wings of the city's industry. He invited them to inspect the new Exchange Building and to feel that the city belonged to them as long as they were in its midst.

John F. Courcier, secretary of the Grain Dealers National Association, responded and paid a glowing tribute to Cincinnati, its business men, its civic industries, its arts and its gardens, and the commercial conduct of its grain merchants, which was honored in all sections of grain growing and marketing territory.

J. C. F. Merrill, president of the Council of Grain Exchanges and secretary of the Chicago Board of Trade, also made a response expressing the most hearty thanks and appreciation for the courtesies shown by the Cincinnati grain merchants.

Chas. D. Jones, president of the Grain Dealers National Association, who made an address on the "Benefits Arising From Grain Dealers' Associations." He presented in a very interesting manner some very strong arguments for a closer bond among grain men with the view to improved conditions in the trade.

H. S. Grimes, of Portsmouth, Ohio, said that at a conference in the morning between the Legislative Committee and those officers of the Grain Dealers' National Association who were in the city, it was decided to request the Indiana Grain Dealers' Association, the Ohio Grain Dealers' Association and the Council of Grain Exchanges to endorse the Pomerene Bill, known as Senate Bill No. 1654, relat-

ing to bills of lading with following recommendations:

That a section numbered 48½ be added to read as follows: "No section or line of this bill shall be construed to eliminate any part of the legal liability of the carrier, or permit a carrier to print or in any way insert in the printed or written form of a bill of lading under this act any words or meaning which could or might be construed into limiting or eliminating the legal liability of a carrier."

Hon. James E. Watson, of Rushville, Ind., made a very able address on "The Relation of Business to Government."

"We are making too great an effort," said Mr. Watson, "in trying to reform by legislation rather than by education. We are living in a time of true selfishness, but apparently in a period of perfect altruism. We are willing to reform everyone else excepting ourselves. It is difficult to state how far laws can solve our problems and in what degree the solution must come through individual reform."

In closing he urged the necessity for fixed conditions and business stability. Schools, churches, all the social and industrial fabric depended upon business. There should be a stop made in trying to place hindrances to honest business.

Hon. D. D. Woodmansee, of Cincinnati, followed with an address largely upon similar lines to that of Mr. Watson. He pointed out the fact that laws were made for the control of the few who violated them and not for the citizen who dealt squarely with his neighbor and for whom no law was necessary. He also spoke of the need for passing laws to meet changing conditions, and the force which public opinion wielded in bringing about many of our reforms.

Bert Ball, secretary of the Crop Improvement Committee, Council of Grain Exchanges, gave his illustrated lecture on crop improvement work, which was listened to with great interest in spite of the additional heat due to closing the hall windows on a warm afternoon.

The meeting then adjourned.

DINNER ON MONDAY EVENING

On Monday evening, at 6:30 o'clock, the delegates to the Council of Grain Exchanges, and the visiting Ohio and Indiana grain dealers, were guests of the Traffic Branch of the Cincinnati Chamber of Commerce at an informal supper at the Business Men's Club, followed by their regular monthly meeting.

Frank Van Slyck, chairman of the Traffic Branch, presided, and the principal speaker of the evening was W. M. Hopkins, manager of the Transportation Department of the Chicago Board of Trade. The subject of Mr. Hopkins' address was "Transportation and Traffic Bureaus," which he handled in his usual interesting manner. After the regular business of the Traffic Branch had been concluded, there were short speeches made by a few of the guests followed by adjournment.

THE ATTENDANCE

The delegates present from the various exchanges belonging to the Council were as follows:

Chicago Board of Trade—J. C. Murray, S. P. Arnot, J. C. F. Merrill, E. A. James, W. M. Hopkins.
St. Louis Merchants' Exchange—J. L. Messmore, E. M. Flesh.

Minneapolis Chamber of Commerce—C. A. Brown, C. A. Magnuson.

New York Produce Exchange—L. W. Forbell.

Kansas City Board of Trade—D. F. Piazek, Geo. H. Davis.

Baltimore Chamber of Commerce—J. W. Snyder, J. C. Vincent.

Milwaukee Chamber of Commerce—P. P. Donahue, W. A. Hottensen.

Cincinnati Chamber of Commerce—C. E. Nippert.

Toledo Produce Exchange—H. L. Goemann, E. H. Culver.

Duluth Board of Trade—C. F. Macdonald, W. J. McCabe.

Omaha Grain Exchange—E. P. Peck.

Buffalo Corn Exchange—F. A. McLellan, Fred E. Pond.

R. P. Turner, a bank cashier of Tutweiler, Miss., owns thirty-five acres of land which at this date give promise of yielding more than 3,500 bushels of corn.

Annual Meeting of Ohio Grain Dealers

Reports of Officers and Committees—Discussion Upon New Ohio Seed Law—Tax on
Futures Condemned—Old Officers Are Re-elected

The thirty-fourth annual convention of the Ohio Grain Dealers' Association was held in Grand Opera House Hall, Cincinnati on Wednesday, June 18, the meeting being called to order by President E. C. Eikenberry of Camden at 10:00 a. m.

At the start of proceedings the following committees were appointed by the president:

RESOLUTIONS—H. S. Grimes, Robert McAlister, H. S. Heffner, E. J. Custenborder and E. M. Dull.

NOMINATIONS—L. W. Dewey, J. E. Wells, W. E. Gest, C. W. Pontius and Jacob Hauss.

AUDITING—E. C. Bear, Edward Strittmatter and E. A. Brubaker.

PRESIDENT'S ADDRESS

President Eikenberry then read his annual address which is as follows:

The past year has been one of marked progress in the grain business of Ohio. Higher business standards have been established, more cordial relations between competing dealers and between shipper and receiver are being maintained. The great underlying principles of co-operation are asserting themselves and as a distinctly guiding principle in our business activity we are adopting the fact that the more profit and the best profit comes not from the transaction that benefits us alone, but from the transaction that benefits equally and reciprocally ourselves and the other party to the transaction. There is a recognition of what may be termed the morals of business, and today the grain business is a better business in which to be engaged than it has been at any time in the past. While the millennium is not here and many things await accomplishment, yet we are progressing, and it should be the constant aim of this association to ennoble and dignify this business and to evolve standards of business conduct that should continually and progressively become more just and equitable. Let us be progressive without being radical, conserving our own interest with a just regard for the rights and equities of other business interests on which we may depend on with which we are brought into relation.

Technical Knowledge Is Essential

I desire to point out the fact that the right, proper and profitable handling of grain is based on certain technical knowledge and that the possession of this technical knowledge is becoming more and more indispensable. All lines of business are becoming more highly specialized and scientific accuracy has displaced haphazard and slipshod methods. An occupation without its peculiar and distinctive requirements cannot be dignified as a business. Nowhere does prudence, experience, good judgment and brains count for so much as in the grain business. Little men must and will be eliminated or grow to larger business stature as its demands are continually becoming more exacting. As the requirements of the trade become more apparent and as the great economic importance of the proper and economical distribution of our grain crops becomes more clearly recognized, the grain business will assert itself, assume respect and dignity and find its proper place in the commercial scheme of the state. To move the grain crops of Ohio alone is a colossal task and the highest welfare of the commonwealth demands that it be accomplished with high efficiency and economy.

Inspection a Leading Topic

The leading topic of discussion wherever grain men have met in convention during the past year, as well as through the trade journals, is the question of inspection. The Bureau of Plant Industry of the Federal Department of Agriculture has promised to have standard grades of corn ready for promulgation in time that they may be used in handling the 1913 crop. The government will hardly have devoted the expense of both time and money to the determination of these grades and then fail to make them effective when promulgated.

Making them effective, to my mind, amounts to Federal supervision of the grading of grain, and the wise course on the part of both shippers and receivers is to adopt a broad policy of co-operation with the Federal departments in establishing and maintaining a wise system of Federal supervision of grain inspection. The Grain Dealers' National Association has the subject well in hand, and out of the controversy that has raged over the desirability of Federal inspection or of Federal supervision of grain inspection will be evolved eventually some plan that shall be the product of the highest wisdom of all concerned and shall bring equity and justice to all interests involved.

Weighing at Different Markets

Hand in hand with the question of inspection goes that of weighing at receiving markets. Almost without exception the weighing systems of the different markets have been, at some time, under suspicion. Con-

siderable progress has been made toward the establishment of weighing bureaus that shall render services that are free from the influence of either shipper or receiver, and the last decade has placed the official weighing of grain in almost all our markets on a basis that has gone far to relieve these markets of the odium of false weights. However, shortages that are traceable neither to errors in loading nor loss in transit are entirely too frequent. By resolution this association at its Cedar Point convention last year asked the railroads wherever possible to weigh grain not only at point of origin but at destination as well, that a check on weights at both end might be secured and that shippers should have reliable information as to losses in the transportation of grain. In this connection I beg to quote from the report of Chairman Baldwin of the Claims Committee of the Illinois Association, submitted to the convention in Chicago on the 4th inst.:

"This department again begs to recommend that the Board of Directors of this association, in connection with other state associations, will endeavor to secure railway supervision of the outturn weights in such markets where there is not adequate supervision by a reg-



PRESIDENT E. C. EIKENBERRY
Camden.

ularly organized weighing department operating under the Board of Trade. The earnings of the railroad are predicated upon accurate weights at destination, and their interest in accurate weights is mutual with the shipper. Fortunately, most buyers at such markets are honest and voluntarily give weights that are equal to those of any in the larger markets, and they will be more than ready to accept the supervision suggested, to the end that the weights in all such markets and terminals may be accurate." I recommend the hearty co-operation of the Ohio Association to the end that the results outlined herein may be attained.

Accuracy of Loading Weights

While discussing the question of weighing I wish to call attention to the almost incredible number of country grain shippers who either have no facilities for weighing grain when loading it out or whose loading weights are inaccurate or unreliable. No dealer should be without accurate means of determining amount of grain loaded. A shipper who is careless in this respect invites dishonesty. In some instances he actually produces dishonesty, and by opportunity which he offers his receiver to falsify weights with impunity he has pulled his erstwhile honest factor across the line into actual dishonesty. Dishonest men are the exception in any legitimate business, and the grain business is eminently legitimate. However, the dealer who cannot render a reliable and accurate invoice for his shipment is not conducting his business in a legitimate manner, and this very fact not only makes of him the victim of losses that would not otherwise occur, but also does vitiate and should vitiate his claim against transportation companies when losses in transit happen.

Evils From Ill-Advised Legislation

The greatest dangers to the grain interests of this state and the country at large continue to be those arising from ill-advised and hasty legislation. In common with all other states, Ohio suffers from an excess of legislative regulation of business in general. Cheap

legislators, either to satisfy misguided and misinformed constituents or with a desire to create position for political henchmen, foster legislation controlling and regulating not only the essential but the minor details of business operations. Expenses are added to the cost of doing business which add nothing in benefits to the general public but which it must bear. Technical or even intricate knowledge of the operation of a business is not considered requisite to the authorship of legislation affecting that particular business. Business interests need a rest, a time to familiarize themselves with statutes already enacted, a period of freedom from legislative annoyance.

The grain trade of Ohio has, however, not been threatened during the past year with the usual amount of legislation bearing directly on its interests. With the country at large the situation is almost the reverse, as an avalanche of threatened legislation by our national legislature has fallen on the grain trade. Much of this is inimical and menaces the very life of the trade. Our grain exchanges have been made to fight for their very existence, and I firmly believe that this association, along with all others, should lend to them all the influence at their command to avert the paralysis of the vital operations of the handling and distribution of grain that would follow the enactment of some of the measures proposed. The exchanges are heroically pursuing a campaign of educational publicity. The demand for legislation regulating and controlling the exchanges has its origin in prejudice and misconception.

Some evils will be eradicated and the business of the exchanges will be healthier after this agitation is closed, but the trade at large should do its best to prevent a major operation when only a minor operation is demanded.

The Value of Grain Trade Journals

Every dealer in the state should be a subscriber for one or more of the grain trade journals. No investment of the same magnitude will yield so large dividends. The press of the grain trade is owned and edited by a body of men as able and alert as those that serve any other trade in a like capacity, and they desire your active support.

The Ohio Grain Dealers' Association still seeks to co-operate wherever and whenever possible with the various crop improvement agencies of the state. The agricultural activities of the state seem, at last, about to pass under the control of our Department of Agriculture. Economically, this is one of the real reforms accomplished by the present state administration and we believe, if submitted to a referendum vote, will receive the support of all thinking citizens who have no political axes to grind and who have a regard for the higher agricultural interests of the state. Duplication of effort that has existed in the past will be eliminated. The task of shaping the new department and of initiating its activities and policies is a heavy one and should be entrusted to strong hands. The interests of the members of this association lie directly with the improvement of agricultural conditions in Ohio and our policy should be one of friendliest co-operation with the new Agricultural Commission.

Selfish Motives Are Absent

The Ohio Grain Dealers' Association continues to command the loyalty of a group of high-class grain men, both shippers and receivers, and its strength lies in the fact that their attachment to it is not prompted by selfish motives or direct pecuniary rewards, but rather to continue the association as an instrument for good to the entire trade. It does not belong to any particular branch of the trade, but seeks to serve all grain interests of the state. Every reputable dealer is invited to membership and should become a member. Our membership fee is small, the benefits large; the association might appear more flourishing if it ceased to give so much for so little and demanded from its members a larger fee. Its organization is maintained on the lines of strictest economy. The salary this association pays to Secretary McCord for services seems pitifully small in comparison with the real value of his services. His prestige with the trade at large and his long and active interest in grain association work make these services such as could not be duplicated. Your gratitude is certainly due him; he asks no higher compensation, finding his best reward in the knowledge that his labors in the past have done much to place the gratitude of the state and nation in a better and stronger position and in the faith that his labor of the present and the future are to be crowned with even greater results.

H. S. Grimes spoke of the value of the thoughts brought out in President Eikenberry's address and moved that it be printed and a copy sent to each member of the association. The motion prevailed.

REPORT OF SECRETARY

Secretary J. W. McCord then read his report as follows:

The conditions of the trade during the past year have been fairly satisfactory, barring the loss of business incident to the practical failure of the wheat crop of 1912. I believe that our dealers have handled their business with a reasonable profit and, as far as we know, there have been no strifes or demoralizing conditions attending the business. Competitors have dis-

played a fair regard for the rights of others and a friendly spirit prevails among all the dealers of the state. Our association has gained about twenty new members during the year.

General Transportation Matters

In matters of transportation there is only one matter of particular interest that has come before the association and in which the association took the initiative, although when it was brought to the attention of the Grain Dealers' National Association it was handled jointly by the two associations through Mr. Goemann, chairman of our Committee on Traffic. I refer to the minimum weights on corn, oats, wheat and rye. Official Classification No. 38, effective March 1st, 1912, provided a minimum on wheat 60,000, corn 56,000, rye 56,000, oats 40,000, subject to Note 1, which read as follows:

"On shipments subject to this note, if the marked capacity of the car is less than the prescribed minimum, the minimum weight will be the marked capacity of the car, but in no case less than 30,000 pounds."

This was reasonably satisfactory; but Supplement No. 8 of Classification No. 38, effective October 12, 1912, eliminated Note 1 entirely, which had the effect of withdrawing from the grain trade the use of cars of a marked capacity less than the minimum above prescribed. At our fall meeting held at Columbus, October 25, 1912, a resolution was passed and the matter was put into the hands of Chairman Goemann, who appeared before the Interstate Commerce Commission at Washington, and a conference was held between Mr. Goemann, representing the Ohio Grain Dealers' Association and the Grain Dealers' National Association, representatives of the Official Classification Committee, and Chairman Clark of the Interstate Commerce Commission, with the result that the following rule, known as Note 1, was agreed on and was made effective by Supplement No. 1 to Official Classification No. 39, on February 1, 1913, to-wit:

"In ordering cars for grain the minimum carload weight of which is subject to this note, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weights prescribed.

"Whenever practicable cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used.

"If carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight and a car of less weight capacity is available, such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds."

The rule now stands as above quoted.

A Flood of Grain Legislation

During the eightieth session of the General Assembly of Ohio, which convened January, this year, we were confronted with the introduction of the usual flood of bills which we knew to be adverse to grain and milling interests. One of the first that demanded our attention was known as House Bill No. 216, to amend Section 6418 of the General Code relative to the weights of farm products, and provided penalties for violation. The bill as originally introduced practically prohibited the use of the grain tester known as the brass bucket, also the moisture tester which is used generally in ascertaining moisture content as a basis for determining values. The original bill, after enumerating the weights of various kinds of farm products, contained the following provision:

"And unless agreed to, by written contract, shall, when dealt in by the bushel, be bought and sold upon such actual bulk weight, and no other test for weight or moisture shall be used to determine values."

You will readily see that this provision, if enacted, would have been disastrous. In company with Messrs. Fish, Culver and Riddle, I appeared several times before the committee having the bill in charge, and by agreement we succeeded in having the above language eliminated and the following substituted:

"Unless otherwise agreed to, all of the above mentioned articles shall, when dealt in by the bushel, be bought and sold upon such actual bulk weight, and no test for moisture shall be used to change the standards herein provided."

The committee were inclined to insist upon the retention of the words "by written contract," but by persistent personal effort I was able to get these words eliminated. So this bill as passed is practically harmless.

We also assisted in securing a modification of the seed bill, known as House Bill No. 435, which will shortly become a law. As originally introduced, the bill was very objectionable; but when finally put on passage, practically all of the objectionable features were eliminated.

The Public Utilities Commission

House Bill No. 582, an act to create a Public Utilities Commission of Ohio and supersede the present Public Service Commission, will become a law about August 1. The original bill would have repealed several provisions of the present railroad law that were of great value of shippers. Partly through our efforts these features of the old law have been retained. We also have a reasonable assurance that when the new Commission is appointed, Hon. O. P. Gothlin will be re-

tained in such capacity as to assure us the same courtesy and fair treatment at the hands of the new Commission as we have always received from the present Commission.

Amended Senate Bill No. 178, creating the Agricultural Commission of Ohio, will probably become a law about August 1, depending on the result of the effort of the opposition to assure a referendum under the new constitutional amendment. We believe that this Commission will be of great value to the agricultural interests of the state.

House Bill No. 393 relates to the sale of feed stuffs.

The original bill was not satisfactory to the millers and feed dealers. Secretary Fish of the Ohio State Millers' Association and myself appeared before the committee and secured modifications in this bill which practically made it harmless as far as it related to the grain and milling interests.

I wish to extend my thanks to every officer of the association and to the entire membership for the very loyal support and assistance that I have had from them in the prosecution of the work during the year just completed.

On motion by C. E. Groce the report of the secretary was accepted and ordered to be included with the president's address in being mailed in printed form to members.

The treasurer's statement showed total receipts, including last year's balance of \$71.12, amounting to \$955.62. The total disbursements were \$882.23,



SECRETARY-TREASURER J. W. McCORD
Columbus.

leaving a cash balance on hand June 16, 1913, of \$73.39.

On motion by L. W. Dewey the report of the treasurer was received and filed.

THE NEW OHIO SEED LAW

E. H. Culver, chief grain inspector of the Toledo market, in discussing the new Ohio Seed Law, effective July 1, said it looked innocent enough on its face, but that seedsmen would find it would cost them upwards of \$2,500,000 yearly. In brief, he explained that the law required state inspection and analysis of all seeds with an inspector's fee of 2 cents per bushel for such inspection. All persons who recleaned seed for a compensation were obliged to destroy or grind, in the presence of a witness, all screenings which contained noxious weed seeds.

Selling of seed that did not carry the government stamp made the seller liable to a fine of from \$25 to \$200. Seedsmen were also obliged to give the government inspectors free access to all seeds in their warehouse and to allow them to take samples of same. Mr. Culver closed his remarks by advising dealers to put it up to the farmer to have a government analysis made before buying his seed.

REPORT OF ARBITRATION COMMITTEE

Secretary McCord read the following report of the Committee on Arbitration:

Your committee has had only one case before it during the past year, namely, the case of A. Felty vs. A. Tanner & Son.

This case came on for hearing October 30, 1912. It appearing to the committee that the evidence submitted was indefinite and incomplete, a recess was taken

in order to enable the parties to the action to submit additional evidence, or agree upon settlement out of court. No further evidence was submitted by the parties, and by agreement the case was withdrawn from the consideration of the committee, and the committee understanding that the parties had agreed upon settlement, entered a dismissal of the case.

Secretary McCord read memorials over the deaths of the following members of the association which were adopted as a part of the records of the meeting: Daniel McAlister, Columbus; John W. Jones, Marion; Henry Payne, Camden.

RESOLUTIONS

T. E. Wells offered the following resolution which was unanimously adopted:

Whereas, Governor James M. Cox has reappointed A. H. Sandles secretary of the Ohio State Department of Agriculture, therefore, be it

Resolved, that the Ohio Grain Dealers' Association recommend to Governor Cox the appointment of H. S. Grimes as a member of the State Board of Commissioners.

H. S. Grimes read the report of the Committee on Resolutions. The resolutions, which were adopted as read, were as follows:

Whereas, there was introduced into the Senate of the United States by Hon. Albert B. Cummins, on May 1, 1913, a notice of his intention to offer an amendment to the income tax provision of the tariff measure commonly known as the Underwood Bill, passed by the House of Representatives on May 8, 1913, and by the Senate referred to its Committee on Finance, the provisions of which amendment, in part, are to levy a tax of ten per centum under certain conditions enumerated therein, on all sales of soil products and cured meats; and,

Whereas, it is firmly believed that the effect of such tax on such sales would operate to destroy a large and important commerce in the commodities therein described, as now and for many years past carried on throughout the country, both for future delivery and for immediate shipment to consumers:

Resolved, by the Ohio Grain Dealers' Association, that the Committee on Finance of the Senate be requested to make a thorough inquiry into the manner in which the commerce of the country is carried on, in these commodities "on, in and in connection with" the exchanges, both for present and for future delivery to the end that it may ascertain definitely and reliably the extent to which the proposed measure would destroy and embarrass a large and important business and cause great loss to those now engaged in receiving from the producers these commodities, storing them until required for consumption and distributing them throughout this and foreign countries; and, be it further

Resolved, that to recommend to the Senate by said Committee on Finance the enactment of the proposed amendment without inquiring into the great injury it would inflict upon the establishment commerce of the United States in these products would be a grave mistake, and the said Ohio Grain Dealers' Association, confident that inquiry by the committee into the facts will convince it fully that great injury and loss to all interests now engaged in this handling, storing and distributing of these products must certainly accrue, if the proposed amendment should become law, earnestly protests against any action being taken by the committee without first acquainting itself in a comprehensive manner with the way in which this business is now carried on; and, be it further

Resolved, that the secretary be directed to send a copy of these resolutions to Hon. F. M. Simmonds, chairman of the Senate Finance Committee.

Resolutions of thanks were tendered to President Eikenberry and Secretary McCord for faithful and efficient services, to the Grain and Hay Exchange of the Cincinnati Chamber of Commerce for the elaborate manner in which they had entertained the grain dealers assembled in the city and, the committee stated: "While we would be glad to mention each and every member who was active on the part of entertaining the Ohio grain dealers, we cannot refrain from mentioning Frank Collins, J. W. Van Leunen and Henry M. Brouse, who have used every effort and worked insistently to give to the grain dealers such pleasures as they will long remember."

ELECTION OF OFFICERS

J. S. Dewey read the report of the committee on nominations as follows:

President, E. C. Eikenberry, Camden; Vice-President, Earl C. Bear, Hicksville; Secretary-Treasurer, J. W. McCord, Columbus.

Governing Board: H. S. Heffner, Circleville; S. H. Grimes, Portsmouth; S. L. Rice, Metamora. After the unanimous adoption of the report the meeting then adjourned *sine die*.

VISIT TO J. CHARLES McCULLOUGH'S PLANT

All the visiting grain men were invited to a demonstration of separating, cleaning and germination of seeds and grain, at one o'clock June 18 by J. Charles McCullough at his office and warehouse on Fifth, Lock and Eggleston avenues. The party was conveyed to the plant by special cars immediately after adjournment of the association meetings, Wednesday noon, and before the demonstration was begun a very elaborate luncheon was served.

Then the visitors were taken through the seed warehouse by members of the company, and all the operations in caring for and treating seeds were shown and explained. An instructive two hours were passed at the plant before the return to the city.

OUTING AT CHESTER PARK

The principal entertainment feature provided by the Arrangements Committee was a dinner and evening at Chester Park June 17, the second day of the meeting. It required about six special cars to carry the grain men and their ladies to this very popular resort located about forty minutes' ride from the heart of the city.

The start was made at 5 o'clock and immediately on arrival dinner was served on the Casino veranda, which was artistically decorated with lanterns and hunting, and a charming lake stretching out from the Casino steps reflected later the many lights which swung from every conceivable place along the park avenues.

The dinner was excellent and a cabaret show,

made up of stellar attractions, devoted itself assiduously to the entertainment of the guests. Afterwards there was a vaudeville show to be seen, scenic railways to be enjoyed and a large amusement palace to be visited, where all sorts of funny stunts were provided by an enterprising park management. Everyone had a good time until the cars returned at 11 o'clock to the city.

THE ATTENDANCE

The following Ohio dealers attended the meeting: R. F. McAllister, Columbus; E. C. Marshall, Dixon; E. G. Odenweller, Ottoville; J. E. Wells, Quincy; E. T. Custerborder, Quincy; W. R. Tabert, Rocky Ridge; A. G. McDill, Oxford; O. P. Davis, College Corner; E. C. Eikenberry, Camden; H. O. Barnard, Delphos; Geo. R. Forester, Swanton; S. L. Rice, Metamora; J. S. and L. W. Dewey, Blanchester; S. P. Potts, Camden; W. H. Hardy, Dayton; A. K. Murray, Oxford; Jacob Hauss, Wapakoneta; J. W. Channel, Melvin; Harry Rapp, Sabina; Jesse Lewis, St. Paris; B. Strittmatter, Portsmouth; P. D. Hood and Earl C. Bear, Hicksville; Geo. E. Stevenson, Rosewood; P. D. Wertz and J. A. Rowe, Verona; W. J. Sebold, Middletown; J. R. Fritsche, Oak Harbor; S. P. Swope, Amanda; A. B. Graham, Columbus; F. O. and E. C. Diver, Middletown; W. E. Schlentz, Eldorado; C. E. Groce and F. J. Bennett, Circleville; C. Cleborne, New Holland; R. P. Barrett, Wilmington; S. B. Craig, Blanchester; K. B. Seeds and H. S. Heffner, Circleville; E. O. Teegardin, Duvall; G. P. Teegardin, Ashville; John G. Boggs, Circleville; S. R. Watts, London; A. F. Herr, Groveport; Willis Jones, Mt. Sterling; H. L. Goemann, Toledo; J. F. Courcier, Toledo; H. S. Grimes, Portsmouth; C. W. Pontius, Lewisburg; A. E. Brubaker, Farmersville; J. C. Minnich, Trotwood; W. E. Gest, Defiance; M. A. Silver, West Jefferson; O. T. Rozelle, Troy; E. M. Dull, Cellna; P. H. Horsha, Portsmouth; A. Aungst, Lebanon.

Indiana Grain Dealers Hold Meeting

For First Time in History of Organization the Annual Convention Is Held Outside of State—Routine Business Transacted Rapidly—Grain Legislation Discussed—Election of Officers Deferred Until January

President Charles A. Ashpaugh of Frankfort called the eleventh annual meeting of the Indiana Grain Dealers' Association to order in Parlor C of the Palace Hotel, Cincinnati, Ohio, at 10:00 a. m., June 18, and appointed the following committees:

NOMINATIONS—A. E. Betts, Frankfort; W. B. Foresman, La Fayette; Leroy Urmston, Tipton; E. K. Sheppard, Indianapolis; John Howell, Cammack.

RESOLUTIONS—E. E. Elliott, Muncie; T. A. Morrison, Kokomo; A. E. Reynolds, Crawfordsville; E. Hutchinson, Arlington; F. A. Witt, Indianapolis.

AUDITING—J. M. Brafford, Indianapolis; H. E. Kinney, Indianapolis, J. W. Sale, Bluffton.

ADDRESS OF PRESIDENT

President Ashpaugh then delivered the following address:

I believe the officers of the association owe to members a resume of the work accomplished by the association during their incumbency; and to this end I will briefly review some of the things accomplished within the past two years, with possibly some recommendations.

Freight Claims

The association had for many years considered the matter of establishing a Claims Department for the collection of claims against the carriers, on account of losses growing out of shipments.

The secretary having been directed to start a Freight Claims Department, succeeded in filing a few claims, and since that time there have been about 3,000 claims filed, covering various phases of transportation matters; some of them being tried out before the Interstate Commerce Commission, all without entailing any extra expense to the association.

The secretary will doubtless make a more complete statement, but it is proper that I should add my commendation of that feature of association work, and would recommend that the membership give to that department its undivided support.

Inspection of Scales

We employed a scale expert to examine scales of members and other grain dealers of the state. Some fifteen months' time was put in by him, resulting in the examination of a large number of scales, and attracting the attention of the shippers directly to the importance of that feature of their business.

Charles C. Hoffman was employed, and by reason of his acquaintance with Dr. H. E. Barnard, Commissioner of Weights and Measures, that state department was much interested in anything that would tend to

bring about a better weighing system, and his work received the endorsement of that department, and was authorized to say to the trade, that in the re-examination of scales by any members of the force from the State Inspection Department that the certificate issued by the association would be given full credit.

Because of the lack of patronage on the part of many dealers it was necessary to discontinue the services of Mr. Hoffman; however, it is desirable that the work be again taken up, as soon as an efficient man can be employed.

Legislative Matters

Legislative matters both Federal and state have required a great deal of attention, particularly the last state legislature, in which were pending some measures that would have been very hurtful to the grain trade had they become effective. If the association accomplished nothing else through its organization than what it has accomplished in legislative matters, it would commend itself to the trade, and only such as must receive their benefits direct in dollars and cents from day to day could take issue with this suggestion.

One of the things of general interest to the association has been its effort in Congress to bring about the establishment of a uniform bill of lading that would mean something to the shipping public.

Much progress has been made and the committee of this association has been foremost in the ranks of those who have had to do with the developing of this sentiment in Congress.

Another matter in the nature of legislation was the one relating to the enforcement of the Pure Food Law. This association was active in the movement that resulted in a gathering at Washington of the grain trade to protest against the enforcement of the Pure Food Law, according to the theories of the Department as enunciated by Dr. Wiley.

In the state legislature during the last session many bills were pending that would have been very detrimental to the grain trade, a few of which follow:

The bill providing for the qualification of steam engineers for stationary boilers is one that has been before the legislature for many sessions, and the association has assumed the burden of resisting it, and so far has succeeded in defeating its enactment into law. Should it become a law it would practically close every elevator in the state that operates with steam power, without they employ such technical engineers that would be provided for in the examination submitted by the Commission that was sought to be created.

One bill, known as the Anti-Trust Bill, that slugged out the grain dealers, millers and coal dealers, who were already amenable to the general laws of the State, was defeated. Not upon the theory that the grain dealers were opposed to trust regulations, but since they were

already included in the laws on that subject, they did not feel it was just in being singled out as special targets for legislation, separate from other lines of business.

There were many other measures that were more or less a menace to the grain trade that were resisted and most of them defeated.

We aided in legislation that resulted in providing for a state fire marshal, whose duties are defined by the law. This department will be of great benefit to the honest insurers of the state. We also aided in the enactment of a law known as the Vocational Educational Law, which provided for the teaching of agriculture in the common schools of the land. This will be especially beneficial to the grain trade, since it should develop such interest in agriculture as to increase the efficiency of farming, and hence the increased production.

The Bankers' Association of Indiana has recently held a very successful meeting at Indianapolis for the purpose of bringing together all the interests that should be involved in the enforcement of the act. Our association has been prominent in this movement, and our secretary was a member of the Executive Committee, in conjunction with representatives of other organizations, that have contributed to the success of the meeting which we hope will ultimately be of benefit to the entire public.

Finances

During the latter part of the administration preceding ours certain association matters developed in the state, for which neither the preceding administration nor the association were at all responsible in any way, that required the expenditure of considerable money in excess of the regular income. The association in place of asking its members to make a special donation, borrowed \$600 and issued its notes therefor.

This loan has been paid in full with interest, and the association is in splendid condition in every respect, financially it does not owe a dollar and has an amount in the treasury that will be reported by the treasurer.

Membership

The membership will be reported by the secretary. In order that the association might be better equipped for emergencies, as well as to meet increasing expenditures that seems to be the lot of all business as well as associations, it was found necessary to increase the dues, which occurred at our last annual meeting. The committee that recommended the increase was in doubt about the effect it would have on the members, but I am glad to say that there has not been a single member dropped out on that account.

The ordinary shrinkage, by reason of change of occupation, etc., has come to the association against which the addition of new members have been received, but there has been no shrink on account of the increase in dues, which are now \$12 a year, when formerly they were \$10.

The great trouble in the association has been to keep the membership up to what it should be. But few new members have been added by any of the members of the association. I should like to urge upon the members for the ensuing year to make special effort to assist the officers in increasing membership, as it should be double what it is at the present time. It would certainly be a great benefit to the grain trade if all would contribute their reasonable and proper share to the success of the association not only in money, but their co-operation in all matters of association work. We want the association to move forward, meeting and solving problems, correcting irregularities and combating evil; our prosperity and future growth depends upon our determination to establish and maintain standards of the highest moral integrity as well as those of a material value.

SECRETARY'S REPORT

Secretary C. B. Riley made his report, which is in part as follows:

At our mid-winter meeting we suggested, in our report, that the year just closed didn't bring to the grain dealers of Indiana the profit and contentment that was their due.

This same statement is appropriate at this time, as the first six months of this year has not materially changed the general condition, though it is our opinion many dealers have succeeded in making a little more money or less money than during the latter half of 1912.

Too Narrow Margins Cause Loss

Many causes can be assigned for the failure to realize the profit that the dealers have anticipated, but none are so potent as the one fact, that they are prone to buy on too narrow margins and to take most any kind of grain at the price for standard grades. So long as this practice obtains, elevator property will be less profitable for investment than it should be, especially when we consider the fact that the business is a precarious one from many points of view.

We are subject to the necessities and caprice of the carriers for the necessary equipment to move our purchases into the markets. We are compelled to incur the expense of keeping our markets open every day in the year to care for small as well as large offerings of grain. We are compelled to do a competitive business that many producers and others think can be successfully conducted by any man, with or without experience, and in many instances without such financial strength as required in other lines. We are compelled to rely upon the acts of Providence in giving our customers

rain in season for growing crops, and for favorable weather for harvesting them, and many who have seen their bank accounts shrink, when they should have been augmented by increased deposits, are prone to complain and say that their good citizenship justifies better treatment; so we have the usual and ordinary disappointments of life as our portion, in excess of many others engaged in other fields of human endeavor.

Public Service Commission

Your secretary made a full report and mailed to all members in circular form, during the month of April, so it is unnecessary to review the subject at length in this report. However, I may be permitted to say, that one of the most important measures was the one providing for a Public Service Commission, with jurisdiction over the elevators, mills, warehouses, etc., that do a storage business for their customers, with or without compensation.

Under the provisions of this law the Commission has issued its order requiring those who wish to continue the business of storing grain, etc., to file schedules of rates, rules, regulations, etc., on or before July 1, and such as fail to so qualify will be prohibited from storing, without violating the law, for which there are heavy penalties.

We have canvassed the trade thoroughly and find but few grain dealers or millers that will qualify under this law, so we may look forward to being relieved from an old and unprofitable custom that has been the cause of much disturbance to the trade generally, and the actual destruction of profitable business in many communities that have indulged the practice most liberally.

Transportation Matters

During the past year the grain trade on some lines of road has suffered for want of adequate car equipment. Many complaints have been made to the Railroad Commission and one or more hearings had on the subject, resulting in a little better service for those that complained.

The situation is not yet entirely hopeful for rapid movement of grain, though with some reduction in the movement of other tonnage a better supply of cars will be available.

Some recent decisions of the United States Supreme Court affecting transportation matters are of utmost importance to the grain trade; one of which sustains Paragraph 3 of Section 3 of the Uniform Bill of Lading, which provides that claims for shortage, damage, etc., must be filed inside of four months or they cease to be legal claims. This provision of the bill of lading has formerly been held unreasonable and void by the lower courts, but now that the Supreme Court sustains it, shippers should see that their claims are filed within four months from the date of payment of the freight.

Other transportation matters of importance will doubtless be presented by others who are more familiar with the subject, especially the case of the Henderson Elevator Company vs. The Illinois Central Railroad Company, in which the court's interpretation of existing laws render it impossible for a shipper to protect himself against mistakes of traffic officials.

Scale Inspection Department

As President Ashpaugh has advised you, we have no active Scale Inspection Department at this time, though that feature of association work has become very popular in other states, and deservedly so, as the scales are of utmost importance to the grain man, and to know they are accurate is to feel secure in your business transactions. However, the patronage given the department was insufficient to support it with a competent man in charge. If the Board desires the Department re-established, the members should understand it will require their united patronage to maintain it.

Claims Department

Since the creation of this department we have filed 307 claims, and had 178 of them paid, with 96 still under investigation and 33 rejected.

In the early history of the Claims Department, some shippers unearthed old claims that had been rejected by carriers, and asked us to file them, which we did, succeeding in the collection of many, though of course a less per cent than of the claims filed by us for the first time.

I think it should now be the policy of the department to accept nothing in the way of claims that have previously been filed by claimant with the carrier and rejected, without the claim has been rejected upon a wrong theory or new evidence has been discovered. There is much hard and difficult work connected with this department, and members that avail themselves of it should realize the fact, and not withhold their patronage until they have nothing but rejected and doubtful claims to handle, in fact the department is being so overworked that it will be necessary to either have additional help or reduce the number of claims handled to the ones not already rejected, since such claims usually entail much more work in perfecting the record and the evidence than do other claims.

Examination of Settlement Papers

While discussing this claim question, it might be well to again urge shippers and receivers to scrutinize their settlement papers, to the end that the shipper may receive all the papers he is entitled to; such as certificate of weights; certificates of inspection; certificates of car condition, including the name or initial and number of each seal, when first examined at destination.

Since carriers limit settlements for shortages to practically three causes, viz., transfer in transit, leaks in

transit or at destination and defective seal record, it is all important for each shipper to insist upon having the necessary certificates with settlement papers to determine whether or not the claims possess any of these infirmities, and it is only right and proper for the receiving markets and the receivers to furnish this evidence, to be transmitted with the settlement papers in every instance, without waiting for shipper's request.

I am pleased to say that most of the markets of the country have inaugurated this practice and now furnish complete reports as to seals and physical condition, though a few, very respectable markets do not, while others make and preserve a record which is available upon request.

The Grain Dealers' National Association, at the Norfolk convention last year, adopted a resolution recommending this practice, urging each member to put it into effect, so we shall hope that all markets and receivers will soon realize their responsibility and duty to the trade and furnish the necessary certificates with each set of settlement papers without waiting for a request from the shipper.

Uniform Weight Certificate

We again urge our shippers to adopt the uniform weight certificate, recommended by our Association, and published in our last directory, also that all the information called for on the certificate be furnished, as it is frequently all important that the receiver have such information, in order to protect both your interest and his interest.

We sometimes wonder how so much grain business is successfully negotiated and settled when all are seem-

ingly so indifferent toward the most ordinary rules of business prudence.

Financial Condition

We are pleased to report a better financial condition of the association than has obtained for many years. As suggested by President Ashpaugh, the association was compelled to borrow \$600 with which to meet current expenses, some two years ago, all of which has been repaid with interest, and we have on hand a balance of \$655.70, with all of our obligations paid down to June 14th, including the dues to the National Association for the year ending July 1, 1913.

TREASURER'S REPORT

Treasurer Bert A. Boyd, of Indianapolis, presented his report. It showed cash on hand June 14, 1912, \$865.72 and receipts during the year, \$5,438.04, making a total of \$6,303.76. Disbursements from June 15, 1912, to June 13, 1913, amounted to \$5,648.06, leaving a cash balance on hand of \$655.70.

C. D. Jones, president of the Grain Dealers' National Association, addressed the convention on the duty of the grain dealer to his trade association. He also spoke of the necessity of giving careful attention to the corn grade rules, which are expected to be given out by the United States Department of Agriculture the latter part of July.

RESOLUTIONS

A. E. Reynolds, chairman of the Committee on Resolutions, made the following report:

The Pomerene Bill

Resolved, that we most heartily endorse and urge an early enactment of Senate Bill 1654, known as the Pomerene Bill of Lading measure, but that we recommend for careful consideration the addition of a section to be known as 48½ to read as follows:

"No section or line of this bill shall be construed to eliminate any part of the legal liability of the carrier, or permit a carrier to print or in any way insert in the printed or written form of a bill of lading under this act any words or meaning which could or might be construed into limiting or eliminating the legal liability of a carrier."

Amendment to Interstate Commerce Act

Resolved, that we approve Bill S 667, which proposes to incorporate in Section 20 of the Act to Regulate Commerce the following words:

"And no contract, receipt, rule or regulation shall exempt any railway corporation, engaged in transporting persons or property by railway, from the liability of a common carrier or carrier of passengers which would exist, had no contract, receipt, rule or regulation been made or entered into."

Pittsburgh Change in Rules

Whereas, it has come to our attention that the Hay and Grain Exchange of Pittsburgh, Pennsylvania, has in force rule No. 21, reading as follows:

"In all sales of grain or other merchandise not weighed in the city, it shall be understood that if the purchaser forwards the same to a responsible dealer or consumer outside of the city, the seller will accept the weights at place of delivery, when accomplished by the sworn certificate of the receiver."

Whereas, the universal understanding of the grain trade of the country is and always has been that where sales of grain were made under terms of any given market that the weights of that immediate market were to obtain; and,

Whereas, the rule above quoted in our opinion is unfair to the shipper and is likely to result in loss on account of weighing being done by irresponsible parties or on account of inadequate facilities at small country stations; be it

Resolved, that the Indiana Grain Dealers' Association in convention assembled disapproves Rule No. 21 of the Pittsburgh Hay and Grain Exchange and requests that it be abolished, and that in lieu thereof the said Pittsburgh Hay and Grain Exchange adopt the universal rule which provides that the word "Terms" shall mean that the weights and grades of a shipment shall be determined in the market agreed upon at the time of trade.

Thanks to Cincinnati Chamber of Commerce

Resolved, that we extend our sincere and hearty thanks to the Chamber of Commerce for the invitation extended this Association to meet in Cincinnati and for the privilege of meeting with the Council of Grain Exchanges and our neighbors, the Ohio grain dealers. Be it further

Resolved, that we are grateful to the officials of the Chamber of Commerce for the efforts to make this meeting one of the most successful ever held by this association and for a most enjoyable entertainment provided for both the gentlemen and ladies in attendance. Be it further

Resolved, that we appreciate the personal attention we have received from the members of the Cincinnati grain trade, who have spared no sacrifice to make this meeting both profitable and enjoyable.

Speaking on the resolution referring to the Pittsburgh market, J. A. A. Geidel said that the rule in



PRESIDENT CHARLES A. ASHPAUGH
Frankfort.

Membership

We find our membership has not increased during the past year, in fact we have sustained a net loss of three, with a few delinquent members yet to hear from, making a total of 314 members at present.

The past year has not been one of great financial profit to the trade generally, and we feel the slight loss in membership is not a serious menace to the association. It is also a fact that less than half a dozen applications for membership have been secured by the members of the association, and practically all of the forty-one new members received have come direct to the office, or through the efforts of the secretary, so we urge upon the membership to help in this work, that the next year's report may show a substantial increase.

It would seem that as the years go by a greater necessity for commercial and trade organizations develop, and especially is this true with the grain trade, so let us urge the membership to assist in building up this, their organization, that has maintained an enviable position among the reputable trade organizations of this state for more than twelve years.

Arbitration

Arbitration of trade differences is an important feature with all associations of this character. It is proper to say that our members have not used the Arbitration Committee a single time during the past year, though during that time one member asked for arbitration with another member, which the latter refused and was dropped from the rolls of membership, because of such refusal, which should always bar him from membership. Another member asked for arbitration with a party that formerly maintained a membership, but not at the time the request was made. This defendant refused to arbitrate and a record was made to that effect, which should preclude the acceptance of an application for membership, should same ever be tendered. Another member has demanded arbitration of a member in good standing, and so far the latter has

question governed only ear corn shipped to mines. As they had no way of transferring and weighing ear corn in Pittsburgh they had to depend upon the scales at the mines. These scales were as good as money could buy. He invited the secretary of the association to come to Pittsburgh and thought the matter could be adjusted to the satisfaction of all concerned.

Upon motion by Secretary Riley this resolution was ordered to be received, approved and referred to the Board of Managers of the Grain Dealers' National Association for consideration and action.

REPORT OF NOMINATIONS COMMITTEE

E. K. Shepperd, chairman of the committee on nominations, made the following report, which was adopted:

We, the nominating committee, recommend that the election of officers be deferred until the January meeting, and that the present officers hold their respective offices until that time.

We further recommend that the Board of Managers be authorized and instructed to amend the by-laws, to the effect that all the elections of officers hereafter be held at the meeting in January.

The meeting then adjourned *sine die*.

QUEEN CITY ECHOES

Three associations of a kind beat two pairs.

J. A. A. Geidel is a staunch defender of the Pittsburgh market.

F. W. Blazy, F. C. Cain and H. M. Strauss were visitors from Cleveland.

Philadelphia sent W. M. Richardson and Baltimore, H. E. Wack and O. M. Gibson.

J. H. Dorsel of Newport and A. Zaring of Richmond were Kentucky representatives.

The East and the West, Boston and St. Louis, were represented by J. F. Hammers and R. F. Deibel, respectively.

Corn shorts declined to ascend to the thirty-fourth floor of the new exchange building, being disinclined, they averred, to dizzy heights.

Information about Chicago conditions were to be obtained from J. M. Adam with Rosenbaum Brothers; W. M. Hirschy with J. C. Shaffer & Co.; A. T. Palmer with G. S. Mann.

Buffalo was represented by L. S. Churchill of the Churchill Grain & Seed Co.; H. T. Burns of Burns Grain Co.; J. J. Raummacher and E. E. McConnell of Eastern Grain Company.

From Indianapolis came Frank A. Witt, Bert A. Boyd, J. T. Gehring, W. H. Hayward, E. W. Bassett, C. Jackson, W. J. Mercer, C. H. McEwan, E. K. Shepperd, Chief Grain Inspector S. A. Holder.

There were from Toledo E. L. Southworth of Southworth & Co.; Chief Grain Inspector E. W. Culver, Fred Mayer and Charles Knox of J. F. Zahm & Co.; A. Guitteau with W. H. Morehouse & Co.

W. B. Foresman of the Crabbs-Reynolds-Taylor Company was an Indiana visitor arriving in his motor car with E. W. Korty of Lafayette and E. M. Truman of the Crawfordsville office of that firm.

L. W. Forbell and J. H. Bowe represented the New York market, the former, with W. M. Richardson, after visiting some of the central grain markets, took the lake trip to Buffalo enroute for home.

Dean Southworth and five of his friends, seated at a table at Chester Park, kindly consented to be photographed but at the critical moment the waiter brought six more and all that the photographic plate showed was a composite picture of six pairs of reaching hands.

There were compliments presented of the Philip Smith Manufacturing Company in leather-bound notebooks. Southworth & Co. distributed embossed celluloid match safes. The Union Iron Works gave out lead pencils and the Seed Trade Reporting Bureau presented a celluloid-bound notebook.

Machinery interests represented: F. J. Temple of the Union Iron Works, Decatur, Ill.; C. H. Sterling with the Invincible Grain Cleaner Co., Silver Creek, N. Y.; A. S. Garman, with Huntley Manufacturing Co., Silver Creek, N. Y.; B. D. Heck of Philip Smith Manufacturing Co., Sidney, Ohio; P. G. Hunker and H. N. Retter, representing Kennedy's

Car Liner & Bag Co., Shelbyville, Ind.; W. S. Smith with Avery Scale Co., North Milwaukee, Wis.

Pittsburg's delegation included J. A. A. Geidel of I. G. Stewart & Geidel; J. A. McCaffrey of Daniel McCaffrey's Sons Company; R. A. Sheets of R. S. McCaughey; F. L. Davis of Herb Brothers & Martin.

THE ATTENDANCE

The Indiana grain dealers in attendance included the following: Chas. A. Ashpaugh, Frankfort; A. E. Betts, Forest; D. M. Blackmore, Greensburg; J. C. Batchelor, Sharpville; C. W. Cook, Zionsville; E. E. Elliott, Muncie; Wm. B. Foresman, Lafayette; J. C. Fairhurst, Plainville; H. E. Garrison, North Grove; A. Gardner,

Cottage Grove; J. W. Gordon, Summitville; John Howell, Cammack; C. Haywood, New Richmond; F. G. Heinmiller, Lafayette; J. S. Hazelrigg, Cambridge City; F. Hunt, New Richmond; E. Hutchinson, Arlington; W. H. Isenhour, Fountaintown; T. E. Kaough, Arcola; E. W. Korty and F. Kelly, Lafayette; W. E. Hollingsworth, Williamsburg; G. S. Leakey, New Lisbon; E. A. Lewis, Cottage Grove; E. A. Luginville, Berne; H. A. Lawson, Shelbyville; T. A. Morrison, Kokomo; D. C. Moore, Waynetown; J. H. Morrow, Wabash; L. McFadden, Walton; J. F. Nolte, Aurora; C. S. Patten, Morristown; A. E. Reynolds, Crawfordsville; J. W. Sale, Bluffton; H. W. Reimann, Shelbyville; H. B. Seward, Galveston; J. H. Shine, New Albany; T. O. Stanley, Lyons Station; E. M. Truman, Crawfordsville; Leroy Urmston and W. D. Wilhelm, Tipton.

National Hay Association Meets at Peoria

Twentieth Annual Convention Draws Good Attendance—Many Excellent Addresses—Entertainment Features Galore—D. W. McMillen Elected President

The twentieth annual meeting of the National Hay Association convened in Peoria, Ill., on Tuesday, June 24, the first session being called to order by President E. Wilkinson at 10:45 a. m. After the singing of "America" by the entire assemblage, the invocation was delivered by Rev. B. G. Carpenter, pastor of the First Universalist Church, Peoria.

Hon. E. N. Woodruff, Mayor of Peoria, welcomed

active; labor has enjoyed liberal compensation and nature did her full share in supplying abundant harvest.

A Normal Hay Crop

The hay crop reversed the conditions of the previous year, and again assumed its normal place in agricultural production. In 1911 we needed imports from our Canadian friends, while last year's production was ample for all requirements. In value it was exceeded by only one crop, corn, which yielded over three billion bushels, worth one and three-quarter billion dollars. We harvested seventy-two and one-half million tons of hay, worth nine hundred million dollars. The vast sum nearly equals the combined value of wheat, tobacco and potatoes.

A national organization of those engaged in handling a crop exceeded in value by only one grown in our productive land, is a factor of importance in the business world. Occupying a prominent position is accompanied by large responsibilities. We must contribute our share to the world's progress. We must help shape business sentiment and help solve the great moral and economic questions of the day. We must not only strive to improve conditions surrounding our business, but must do our share to make this age better than the past, and lay down business principles which will help coming generations.

Hay to be good must be cut at the proper stage and then be properly cured. The green color so desirable can only be secured by curing without damage from water. This is true of timothy, but especially true with clover and alfalfa. For years I have entertained the belief that with proper equipment hay could be cut, hauled to a dry kiln, and in fifteen minutes of artificial drying be ready for the baler. This is now being successfully done. Alfalfa cut in the rain or with the dew on it, and containing 60 or 70 per cent of moisture, can be passed through a drier, and in twenty minutes reduced to 12 or 14 per cent moisture and baled. It will retain a larger per cent of the leaf than hay cured by the sun process, and therefore show a better chemical analysis and will keep indefinitely. Experiments show stock will give it a preference.

This new method will to a great extent do away with low grades, but is more expensive than the old method. The great annual losses by rain at cutting time would in a few years pay for the necessary equipment in every neighborhood.

Until this is a reality in every community, you are urged to advocate a full supply of hay caps to protect the hay while curing, and sheds for protecting after curing. Care while curing and handling will increase the food value of the crop fully 10 per cent. This would have added about ninety million dollars to the value of last year's crop, a prize worth striving for. In a few years this increased value would be sufficient to supply every known appliance for curing with the least possible loss. Spread these ideas among the hay growers and help them become progressive.

(Referring to the effort of the carriers to increase rates, we hold that the hay man, having only an indirect interest in rates, should occupy the middle ground, supporting only such action as would tend to give the carriers their just due without injustice to those who really pay freight. He also urged the trade to support the trade journals. "Give them your support, and in return ask their help in correcting evils." Revision of the Cipher Code is recommended.)

Alfalfa

Until recently timothy assisted by clover had been the reliance of the feeder, but another king has arisen who knows not Joseph. Alfalfa has entered the arena and must be recognized. It has no equal as a soil restorer; adapts itself to almost any climatic conditions; is palatable to stock; yields abundantly; and its high food value is established.

The triumphant progress of alfalfa was made easy by the timothy shortage of 1911. High prices stimulated the trial of a substitute. It is growing in popular favor with both producer and consumer, and we should extend it a hearty welcome.

The alfalfa grades adopted last year are proving un-



PRESIDENT D. W. M'MILLEN
Van Wert, Ohio.

the visitors on behalf of the city, and P. E. Goodrich made a brief response for the association in well chosen words.

MEMORIAL ADDRESS

In the absence of H. G. Morgan, of Pittsburgh, Pa., chairman of the memorial committee, the memorial address was read by C. D. Carlisle, of Kansas City, Mo. This address paid a tribute to the members who had passed away during the year, their names being: Col. E. L. Rodgers, Philadelphia; T. C. Woolman, Philadelphia; John B. Frazier, Atlanta, Ga.; John Mullally, St. Louis; J. W. Dusenberry, New York; W. R. Shropshire, Atlanta, Ga.

PRESIDENT'S ADDRESS

Upon motion the reading of the minutes of the last meeting was dispensed with and President Wilkinson delivered the annual report of the president and directors, which was as follows:

As provided for in our by-laws, I have the honor of presenting to you today the twentieth annual report of the board of directors.

The year 1912 was a record-breaker in many respects. Manufacture has been on a large scale, and business

satisfactory. Distributors as well as shippers are dissatisfied. In many sections alfalfa mixes with other grasses, and those local conditions need recognition in our established grades.

Alfalfa requires extreme care in baling. After drying it becomes extremely brittle, which entails heavy loss in handling. Three wires should always be used.

Records in the writer's office show, on the last twenty cars of old crop alfalfa handled, loss in broken bales, broken straw and loose leaf average 1,381 pounds per car. These cars were badly baled, very brittle, and this loss was above the average. Three wires and proper care would have reduced this loss 75 per cent, which illustrates the heavy penalty dealers pay for careless baling.

Inspection

The great question of inspection is still before us. Effort to install inspection under our supervision, while not a failure, has made little progress, for three reasons.

First: It is easier to walk in the beaten path, and we are slow to grasp new theories.

Second: The powers in control of the large markets are unwilling to surrender any authority they exercise in this direction into other hands.

Third: There is a growing sentiment for Government supervision of all inspection.

Inspection in which both buyer and seller feel absolute confidence will eliminate much of our trouble. Such a condition does not now exist, and must be brought about. Where can we turn for relief, and feel certain that absolute justice may be meted out? Government supervision and control offers a practical solution. Its adoption will end agitation of this question, and give confidence where now skepticism prevails.

The second meeting of the directors for the year held June 23, the Board opposed the proposed \$3 reconsigning charge in Central Freight Association territory, and declared in favor of federal supervision and control of all weighing and inspection.

With pride I saw that not a single member has been called on for service the past year who has not responded promptly and efficiently. To Secretary Taylor I especially desire to express my sincere thanks for his conscientious and invaluable assistance, and to the association, my congratulations in having secured so efficient a secretary. His loyalty, his judgment, his energy unsurpassed, his judgment the best and his business ethics high. I have never known a more pleasant business associate.

We are now passing through a period which a few years ago would have been accompanied by business demoralization and financial chaos. The sound basis on which the business of the country rests could not be more clearly shown. Heretofore, the mere mention of tariff change has brought business demoralization. Yet, today, with every prospect for a radical change in our tariff and a complete change in our financial system.



READY TO START ON THE RIDE UP THE ILLINOIS RIVER

the business of the country continues to show health and activity.

I predict for our association future years of growth, prosperity and usefulness. I promise it my loyal support.

The report of the president and directors was referred to a special committee of five members, to act upon the suggestions relative to endorsing government supervision and regulation of hay inspection.

THE NATION'S BUSINESS

An address upon "Caring for the Nation's Business" was delivered by E. F. Trefz, field secretary of the Chamber of Commerce of the United States.

Mr. Trefz gave an interesting and instructive talk upon the workings of this body and the benefits derived from the co-operative efforts of civic and business associations, closing with an appeal to the National Hay Association to join the Chamber of Commerce of the United States.

REPORT OF LEGISLATIVE COMMITTEE

B. A. Dean, Auburn, N. Y., chairman of the Legislative Committee, submitted the report for that com-



THE DELEGATES FROM ST. LOUIS, MO.

mittee, which showed a comparative lack of important legislation affecting the hay trade during the year. The main efforts of the committee were directed toward the continuance of the Commerce Court and to defeat the attempts to withhold Congressional appropriation for it. The committee aided in securing the passage of a law in New York regulating the weighing, baling and grading of hay for the market by licensing the presser and making him liable in all cases for the weights and subject to a fine of \$5 for each violation of the law. It was

there was a very large percentage of low grade hay due to the fact of excessive rain at hay making time causing it to be more or less discolored and consequently very much harder to handle profitably. Most of the markets of the country have been overstocked throughout the season with this class of hay. The demand has continued good for strictly No. 1 hay, while on the other hand the prices of all low grade hay have been kept down due to the over supply.

The Acreage

The acreage for 1912, 49,530,000, being very much in excess of any previous year since 1893, at which time

the acreage was 49,613,000. The four years previous to 1913, however, the acreage ran above 50,000,000.

Production Per Acre

The production per acre for 1912 being 1.47 tons per acre, showing an increase over 1911 which was 1.10 tons per acre, and is also an increase over the past ten years' average, which was 1.42 tons per acre.

Total Value

The total farm value of the hay crop for the year 1912 reached the enormous figures of \$856,693,000, being an increase over the previous year of \$162,123,000, and by far the largest crop ever produced in the United States.

APPOINTMENT OF COMMITTEES

The report of the committee on statistics having followed the usual course, President Wilkinson appointed the following temporary committees:

NOMINATIONS.—B. A. Dean, Auburn, N. Y.; G. S. Bridge, Chicago, Ill.; H. W. Robinson, Greenspring, O.; C. D. Carlisle, Kansas City, Mo.; P. E. Goodrich, Winchester, Ind.; H. C. Jones, Baltimore, Md.; W. L. Fain, Atlanta, Ga.

CREDENTIALS.—R. B. Clark, Chippewa Falls, Iowa; J. W. Dewey, Kansas City, Mo.; H. A. Bascom, Boston, Mass.

AUDITING.—H. H. Freeman, Chicago, Ill.; C. M. Niles, Peoria, Ill.; Joseph M. Heath, Lenox, Mich.

RESOLUTIONS.—Charles England, Baltimore, Md.; Maurice Neizer, Ft. Wayne, Ind.; L. W. Dewey, Elanchester, O.; C. B. Stafford, Memphis, Tenn.; H. H. Deam, Bluffton, Ind.

The meeting then adjourned until Wednesday morning at 10 o'clock.

WEDNESDAY MORNING SESSION

At the opening of the Wednesday morning session the report of the crop improvement committee was read by its chairman, C. T. Wade, Farina, Ill., who said in part:

"Although the committee can report but little progress in this extensive field accomplished in a personal way, the past year has seen the greatest interest taken by the public in the subject of improving agriculture, that has ever been manifested in any like period heretofore. The people are beginning to realize the dire necessity of growing more stuff from the soil, with the same amount of labor, on the same number of acres. There are many ways to reach the end in view. One way is by securing better seed and plant breeding, which is just as essential to good crops as stock breeding is to good stock. A nation's food supply may also be increased by improving the fertility of the soil. We should,

recommended that the committee in future be made up of men living in close proximity to one another so that they can confer promptly on important questions.

Upon motion the report was adopted and a copy of the New York law ordered included in the printed minutes of the meeting.

REPORT OF COMMITTEE ON STATISTICS

A very complete report of the committee on statistics was presented by its chairman, H. H. Dean, of Bluffington, Ind., who said in part:

The hay crop of 1912-1913 very much unlike the previous crop while an abundance of hay was raised

furthermore, require agriculture to be taught in every public school."

The report of the state vice presidents was read by P. E. Goodrich in the absence of Chairman Harry Winer. This reviewed the condition of the hay trade in each state of the Union and urged a large membership. It was suggested that an appropriation be made for the membership committee so that it can do more work and increase the membership before the next meeting.

Prof. Cyril G. Hopkins, of the University of Illinois, addressed the meeting upon "The Production of Hay in Relation to Soil Improvement," telling first of the millions of acres of abandoned farm lands in the country and the steps taken to reclaim them. He advocated a permanent system of agriculture. Fertile soil is the basis of all agriculture and agriculture is the basis of all business. The soil requires merely the following three things to enrich it: ground limestone, phosphorus and organic vegetable matter.

Hon. James E. Watson, Rushville, Ind., former congressman, delivered a thoroughly interesting address upon "The Relation of Business to Government," reviewing the reasons why business and government are and should be inseparably connected.

REPORT OF ARBITRATION COMMITTEE

Maurice L. Niezer, chairman of the arbitration committee, read the report of that committee, which was in part as follows:

Your committee has handled sixteen cases and made their awards in each case; eighteen cases have been compromised by the Secretary; two cases appealed from the committee are in the hands of the Board of Directors; eight cases are under preparation; parties in four cases are suspended on account of failure to arbitrate; and sixty-six cases involving misunderstandings between members have been handled by the Secretary and are a matter of record on his books. This makes a total of 114 cases of trade disputes that have been brought to the attention of the arbitration committee, the board of directors and the secretary in the past year. You can readily realize the enormity of the arbitration feature of your association. The secretary has relieved the committee of considerable work by adjusting differences between members; and we hereby commend him for his good work. All cases passed upon and considered by the committee, board of directors and secretary will be made part of the records herewith attached for your information.

The committee suggest and recommends that in all transactions the parties thereto have a thorough understanding as to the trade rules that should govern, before confirmation takes place. If this is done a great deal of trouble and loss to both buyer and seller will be avoided.

Another very important point in the matter of arbitration is that litigants do not file sufficient and proper evidence upon which to establish their contentions; oft times the evidence is incomplete and conflicting, and the committee is compelled to ask litigants for additional evidence before they can render an award.

In view of the steadily increasing numbers of trade disputes arising among our members that find their way to the arbitration committee, and because our present method of conducting arbitrations is too slow and unsatisfactory to many of our members, we urgently recommend that a special committee of five be appointed by the president to revise our rules governing arbitration and formulate improved methods to present to this convention for their approval.

Upon motion the report was adopted and the special committee asked for was appointed, consisting

of the following members: Joseph Gregg, Mr. Dillinger, L. W. Dewey, Charles Rainey and Albert Todd.

REPORT OF NOMINATIONS COMMITTEE

The Nominations Committee, through its chairman, P. E. Goodrich, reported the following nominations:

President, D. W. McMillen, Van Wert, Ohio.
First Vice President, C. T. Wade, Farina, Ill.
Second Vice President, R. Martin, Pittsburgh, Pa.
Directors, B. A. Dean, Auburn, N. Y.; E. Wilkin-son, Birmingham, Ala.; Charles Cutler, Adrian, Mich.; H. A. Bascom, Boston, Mass.; A. D. Campbell, Peoria, Ill.

Adjournment was then taken for luncheon.

WEDNESDAY AFTERNOON SESSION

The report of Chief Hay Inspector C. J. Sealy, Cleveland, Ohio, was read by Secretary Taylor in the



SECRETARY-TREASURER J. VINING TAYLOR
Winchester, Ind.

absence of Mr. Sealy. The report, which showed that 744 cars had been inspected during the 3½ months beginning March 1, 1913, was received and upon motion made part of the official record.

H. F. Denig, traffic manager of the Pittsburgh Grain and Hay Exchange, spoke entertainingly upon the subject "Settlement of Freight Charges," covering most of the causes which create controversies and claims and how it is possible to remedy or avoid them.

UNIFORMITY IN LOADING CARS

An address was then delivered by H. C. Jones, Baltimore, Md., on "The Importance of Uniformity in Loading Cars." Mr. Jones spoke in part as follows:

The results of carelessness in loading hay at country points have been paid for in cash and worry so often,

that if it were not for the advisability of occasionally reminding ourselves of this detail of our business, it could be "passed up," as one of the things we had learned, never to forget—the alphabet, so to speak, of the business.

Shippers' Difficulties Not Underestimated

It is what is to be expected, for a receiver, like myself, you will say, to preach to shippers, the business gospel of giving every man what you sell him. Do not think for a moment that I underrate the difficulties shippers labor under, in having their cars loaded by others, to conform to National Grades. The loader at the country station, who is always ready to make affidavit that "every bale in the car was alike," is still with us, and will probably always be. One of the details of the hay business hardest to overcome is the honest difference of opinion as to qualities and the difficulties occasioned by country loaders whose knowledge of hay is confined to local crop qualities, and who are unable to foresee the difficulty caused by the delivery of off grades on contract on a competitive market. The chief difficulty remaining and one that has yet to be surmounted in the application of our National Grades, is in having them interpreted in all markets by expert hay merchants, and what can be expected of a man who usually only knows No. 1 timothy, as the best hay his section produced on that crop, and to whom everything else is No. 2.

In most of the city markets, and Baltimore particularly, the hay sheds system of handling hay has superseded track deliveries, and the importance of uniform loading is perhaps minimized in our market by this fact, but I can tell you, as a large shipper of hay myself, that I would not think of forwarding a car of country loaded hay to the South without unloading it into our sheds, and regrading it, or in some other way satisfying myself that its quality is what I have sold.

Future in Interior Sections

The future of the hay business lies not so much in the cities, where motor vehicles are rapidly displacing horse power, but in the interior non-producing sections. The developments and extension of industrial interests in the South will continue to provide an increasing outlet for hay to that section for many years to come, and this is now one of our most important markets.

The shipper should bear this in mind, and when loading his hay, whether for his orders or for consignment for sale at terminal markets, he should remember that its ultimate destination is increasingly likely to be at a point where modern facilities for regrading do not exist and should only ship uniformly loaded hay that will leave no question as to its contract requirements.

This paper shall have served a good purpose and done every shipper of hay some service, if it points out to him the alternative advisability of consigning to a market that has proper regrading facilities, all cars that have not passed through his own sheds, instead of taking the chances with his pocket book and reputation that rejections and claims from country points are bound to produce, if this important service at shipping points is improperly performed.

REPORT OF COMMITTEE ON GRADES

The report of the Committee on Grades was read by Chairman D. W. McMillen, of Van Wert, Ohio, in part as follows:

At our last annual meeting, in Kansas City, the following changes for inspecting and grading were adopted: "First—The grade known as 'Choice' or 'Prime' timothy was discarded.

"Second—A grade was established known as 'Standard Timothy' and described as follows: 'Shall be timothy with not more than one-eighth mixed with clover or either tame grasses, fair color, containing brown blades and brown heads, sound and well baled.'

"Third—The rule for grading 'Light Clover Mixed' was changed to read one-third instead of one-fourth clover mixed.

"Fourth—A grade was established known as 'Heavy



THE BIG KANSAS CITY DELEGATION AT THE MEETING

Clover Mixed' hay, described as follows: 'Shall be timothy and clover mixed with at least one-fourth timothy, sound and well baled.'

"Fifth—'No Grade' hay was cut out of the Rules, and 'Sample' hay substituted."

The grades committee, together with Secretary Taylor, have worked incessantly most of the year and exerted every effort within our power to encourage the adoption of these revised grades.

We find, however, that the first two changes above referred to, viz., The discarding of Choice timothy and the adoption of Standard timothy have not met with favor in a great many of the terminal markets and with a large per cent of the country shippers as well.

A year ago twenty-nine markets were using the National Hay Association grades in full. At present only eighteen markets have adopted the Revised Rules. Due in most every instance to the grade of Standard timothy.

The instructions to inspectors recommended by the Association at the Niagara Falls convention were that "Good color" should not be construed to mean the same as "Bright natural color," and that the words "Good color" should not exclude hay with slightly brown heads and blades. If in all other respects it is good enough for No. 1 timothy.

The grade of Standard timothy covers the above recommendations for the grading of No. 1 timothy almost identically. In view of this fact, we believe that the grade of Standard timothy gives too much leeway, is confusing, has been the source of considerable misunderstanding between shipper and receiver, is not a separate and distinct grade, and should be either discarded or more definitely defined.

The report after some discussion followed the usual course.

REPORT OF SECRETARY-TREASURER

Secretary-Treasurer J. Vining Taylor read his annual report, as follows:

Of necessity the report of the secretary-treasurer must be about the same dry facts and figures presented each year. I, therefore, beg to submit for your serious consideration and information, with pleasure, my fourth annual report as secretary-treasurer of the National Hay Association. The past year, while not a very profitable one to the average hay man, and despite the fact that we had an unusually large crop of hay, most of which was of poor quality and handled either at a loss or on a very close margin, yet in the face of this unfavorable condition our Association has not suffered.

Membership

We have upon our roster at present 935 members covering almost the entire United States and Canada. We have secured during the past year 132 members. We have been somewhat disappointed in not reaching the 1,000 mark, yet never before has our office worked harder on solicitations than during the past year; but the unsatisfactory condition in the hay business brought about by the enormous amount of poor and inferior grades has seemed to have an effect upon the small shippers that has been hard to overcome. Therefore, they have been somewhat reluctant to join the organization.

Beg to report that we have lost by resignation, dissolution, suspension, dropped for non-payment of dues and other cases 103 members, as will be shown in the statistical part of this report. I want to again request our members individually to give their support to this office along these lines. You can do more by a few minutes talk with your neighbor towards securing his application than the secretary can do in months of correspondence and you certainly realize that I cannot cover the ground and see them all in person. I want to take this opportunity of expressing my gratitude to those of our members who have faithfully stood by us during the past year and helped us secure an addition to our ranks.

Receipts

Balance on hand last report, July 17, 1913.....	\$ 6,704.34
Collected dues 1912-13.....	1,657.50
Collected dues 1913-14.....	3,442.50
Collected arbitration fees.....	385.00
Collected commission on claims.....	42.83
Collected from The National Hay Co.....	629.00
Collected from other Cleveland first for inspection	383.20
Collected for codes sold.....	19.00
Collected for emblems sold.....	12.00
Collected for ad. in directory.....	37.50
	<hr/>
	\$13,312.87

Disbursements

Secretary-treasurer salary 1912-13.....	\$ 1,816.60
Salary C. J. Sealy, inspector, 1912-13.....	1,116.32
Postage	532.01
Printing and office supplies.....	350.74
Secretary-treasurer traveling expenses.....	574.61
Printing annual report and revised directory...	462.59
Stenographer and extra help.....	433.50
Traveling expenses other officers.....	214.21
Expenses E. Wilkinson, president, 1912-13.....	95.64
Refund arbitration deposits.....	280.00
Stenographer President Goodrich, 1911-12.....	200.00
Stenographer reporting 1912 convention and directors' meet	95.00
Office expense (miscellaneous).....	28.29
Freight, express and telegrams.....	62.89
Arbitration committee expenses.....	58.36

Bond secretary-treasurer.....	12.00
Rent	110.00
Ex-President Goodrich's expense 1911-12.....	13.91
Furniture	26.00
Miscellaneous expenses	46.58
S. T. Beveridge code settlement.....	50.15
Expense public speaker last convention.....	5.00

Total	\$ 6,588.70
Receipts all sources.....	13,312.87
Disbursed	6,588.70

Balance on hand June 24, 1913.....\$ 6,724.17

Membership by States

Alabama, 23; Arkansas, 10; California, 1; Canada, 6; Colorado, 13; Connecticut, 7; Delaware, —; District of Columbia, 23; Florida, 26; Georgia, 19; Idaho, 6; Illinois, 55; Indiana, 64; Iowa, 6; Kansas, 32; Kentucky, 14; Louisiana, 8; Maryland, 25; Massachusetts, 15; Minnesota, 12; Michigan, 17; Montana, 1; Missouri, 51; New Jersey, 14; Nebraska, 15; New Mexico, 1; New York, 85; North Carolina, 7; Ohio, 117; Oklahoma, 32; Pennsylvania, 66; Rhode Island, 5; South Carolina, 1; South Dakota, 1; Tennessee, 36; Texas, 2; Virginia, 46; West Virginia, 20; Wisconsin, 18. Total, 935.

Actual membership, July 17, 1912.....	906
Expelled for non-payment of dues.....	49
Loss by death.....	8
Loss by dissolution.....	10
Resignation	32
Suspended	4
	<hr/>
	—103
	803

Joined during year 1912-13.....132

Present membership June 24, 1913.....935

In conclusion I would be very ungrateful indeed did I not thank every officer and individual member of this Association for their loyalty and co-operation extended me during the year. I believe our Association is growing and I am sure it is due to the high class men who belong.

Upon motion the secretary's report was received and ordered spread upon the minutes. H. P. Hall of Sandoval, Ill., then followed with an excellent paper on "Improved Methods in Baling to Prevent Loss at Destination," and then C. B. Riley, secretary of the Indiana Grain Dealers' Association, addressed the meeting in his usual happy style, taking for his subject "The Claim Bureau and Its Work."

Chas. W. Burrows, president of the National One Cent Letter Postage Association, Cleveland, Ohio, explained to the members the reasons why the government could easily give a one-cent rate for first class mail.

The report of the Transportation Committee was submitted by Chairman H. W. Robinson, showing that traffic conditions in general during the past year were highly satisfactory. After the acceptance of the report, the meeting adjourned until Thursday morning at 8 o'clock.

THURSDAY MORNING SESSION

The Special Committee on Grades reported through Chairman Bridge that there be no change at this time in the grading of timothy hay. Upon motion the report was accepted.

The auditing Committee reported that the books were correct and complimented the treasurer upon his businesslike methods. The report was received and placed on file.

The report of the Special Committee on Changing the Method of Arbitration was received and recommended that the Arbitration Committee of five members shall not hold any other office in the association and that they each be paid \$5 per day for services while in session attending cases. The arbitration fee was placed at \$15, both for members and non-members. The report was adopted as read.

B. A. Dean, Auburn, N. Y., presented a strong and comprehensive paper on "How the Receivers and Shippers Can Get Closer Together on Weights and Grades."

RESOLUTIONS

The Committee on Resolutions submitted the following report:

Resolutions of Thanks

In the closing hours of this, our twentieth annual convention, completing a most successful year in the history of the association, and a most excellent program, the success of which is largely due to the present officers and the members of the Peoria Board of Trade and Peoria Association of Commerce, therefore be it

Resolved, that we express our sincere appreciation for the most excellent entertainment during our entire

stay in this beautiful city; and we wish to especially express our appreciation for the entertainment and hospitality shown by the ladies of Peoria; be it

Resolved, that we hereby express our appreciation of the efficient work and untiring efforts of President Wilkinson and Secretary Taylor, as also the other officers, members of the different committees, and those members who have worked untiringly for the upbuilding of our magnificent association; be it

Resolved, that we heartily commend the press for the excellent reports and publicity given this convention; be it further

Resolved, that we express our appreciation to those who so ably contributed to the program of the convention, and especially to Hon. James E. Watson and Prof. Cyril G. Hopkins for their most able addresses.

Change in Currency System

Whereas, present laws relating to currency have been proven to be insufficient for the financial needs of this country, resulting in an entire lack of confidence in our monetary system, creating an inelastic and unstable currency, and causing a general feeling of unrest in business, also discouraging new enterprises; and

Whereas, the demand for a change in the present system is a proposition before which party lines fade away, and is general; therefore be it

Resolved, by the National Hay Association assembled in convention in the city of Peoria, Illinois, that inasmuch as present intolerable conditions call for immediate remedial action, Congress is respectfully urged to enact at the present special session some measure of relief whereby business shall not continue to be burdened and interfered with, and that the crops of this country may be handled without restriction or loss to the farmers and merchants; and be it further

Resolved, that a copy of this resolution be sent to the President at Washington, also to the President of the Senate and Speaker of the House of Representatives of Congress.

Conservation of Waterways

We again commit the Association to the all important question of the conservation of our natural waterways, and favor the canalization of them, for the purpose of freight transportation.

Adjustment of Claims

Whereas, the matter of adjustment of claims between shippers and carriers for losses in weight, damage and delay in transit, and for overcharges, grows more important each year; and

Whereas, the carriers are required by law and practice to scrutinize claims and the evidence in support of same more rigidly with each recurring year; and

Whereas, it is incumbent upon the claimant to support his claim with more and better evidence than formerly; therefore be it

Resolved, that it is the sense of this Association that each shipper should make and preserve a complete record of each car loaded, and the record should embrace the name, number and capacity of the car; also the name or initial and number of each seal placed thereon at the loading point; and be it further

Resolved, that the receiver should procure the name, initial and number of each seal on the car at the time of its first inspection at the terminal, and that such information should be expressed by the proper department of such market in a certificate to be transmitted to the shipper with the other settlement papers; and be it further

Resolved, that it shall be understood that the settlement papers shall not be complete, that are not accompanied by proper statements and certificates giving the condition of cars upon arrival, including the seal record; and be it further

Resolved, that any practice in terminal markets that does not result in supplying the certificates referred to is subject to criticism, and the secretary of this Association is directed to communicate this information to each of the markets of the country, and to make report to the Executive Committee of the results of such investigation, whereupon the Executive Committee is authorized, upon report of the Secretary, to direct such action as may be deemed proper in the premises, with a view to accomplishing the purposes contemplated by these resolutions.

Amendment to Interstate Commerce Act

Whereas, the Supreme Court has, in the case of the Illinois Central Railroad Company, of the State of Illinois, plaintiff in error, v. Henderson Elevator Company, No. 105, October Term 1912, declared that the filing of a tariff is incident to, and not conclusive of, the establishment of a lawful rate, and

Whereas, the law known as the Act to Regulate Interstate Commerce by rail, as applied by the carriers and construed by the Interstate Commerce Commission and the courts, requires the shipper to know, from an examination of the tariff, the rate to a given destination, and does not recognize quotations of rates by carriers, and

Whereas, it is manifestly impossible for the shipper to know the rate unless the tariff is properly on file at the point of shipment; therefore be it

Resolved, by the National Hay Association, at its twentieth convention, that justice to the shipper demands that immediate amendment be made to the aforesaid law to regulate interstate commerce by rail, requiring that the tariff shall be posted at the shipping

point, as well as at the office of the Interstate Commerce Commission, thirty days prior to the effective date of the rate or rates; be it further

Resolved, that the Legislative Committee to be appointed for the succeeding year be urged to take appropriate action giving effect to these resolutions; that said committee be authorized to co-operate with other organizations seeking to bring about results, and that said committee be empowered to print additional copies of said resolution, together with such explanatory statement as may to them appear appropriate; be it further

Resolved, that a copy of these resolutions in proper form be sent to the Peoria Board of Trade.

The resolutions were adopted after some minor discussion and the election of officers was taken up. The report of the Nominations Committee, made at the Wednesday morning session, was unanimously adopted and the secretary cast the ballot for the nominees in the report, who were declared elected.

Former President Wayne of the Grain Dealers' National Association was called upon for an address and he responded briefly, suggesting in the course of his remarks, an alliance between the shippers of

the National Hay Association and the Grain Dealers' National Association.

The newly elected officers were called forward and made short addresses after which the convention adjourned *sine die*.

ENTERTAINMENT FEATURES

Peoria set a record for entertainment which will be somewhat hard for later convention cities to exceed. The delegates and visitors found there was a good time awaiting them somewhere, whenever the business sessions were over.

The principal entertainment features were a steamboat ride on the Illinois River on Tuesday afternoon and a visit to the distilleries and cattle-feeding yards on Thursday morning. On Wednesday evening the annual banquet of the association was held at the Hotel Jefferson and this was followed by a musical entertainment. The ladies were taken on a delightful motor trip through the park and boulevard system of Peoria on Wednesday morning with a stop at the Country Club for lunch.

until he reached his stock. Descending into the first car he rigged up the cleaner to the air-brake, then dropped the mouth of the cleaner between the cars until it was quite contiguous to the roadbed. Then the air was turned on. Immediately a golden thread of wheat and corn shot into the presence of the live stock, stampeding same for a moment. But upon discovering the cause of their fright to be nothing more than nourishment, they devoured the feed straightway.

After ten minutes of this he went to the next car and doped out the same feed to the stock within and so on until five cars of animals had received rations.

At Grand Junction, after giving them one final fill up, McCarty left the train and retraced his steps on the Limited, reaching home on Wednesday forenoon.

"Worked fine," he exclaimed, breaking in upon his employes, who were discussing the outcome of the experiment in the office. "I bet they will weigh five tons more than when they left here."

"Glorious!" yelled foreman and sweeper.

"And," continued McCarty, "We will have enough money now to put in a hopper scales and several new pillow blocks. But let's not tell a soul about this, for the Department of Agriculture might get hold of it and fine us for violating the pure-food-for-stock-law."

"We won't. If——"

Before the sentence was finished a messenger came in and handed a message to the grain dealer.

Opening same he read aloud as follows:

"Stock arrived in fine condition. Netted several hundred pounds more than I thought they would, and four tons more than you billed them out on. Am sending check by first mail.

"B. BENJAMIN, Broker."

DAMAGED AMERICAN CORN IN SOUTH AFRICA.

A considerable quantity of corn from the United States has been imported into Natal since the beginning of 1913, to meet a shortage in the product caused by the severe drought in the Province and other parts of South Africa during the latter part of 1912. To date a total of 4,050 tons (2,240 pounds per ton), has been received at Durban, and of this quantity all but about 350 tons arrived in a badly damaged condition, says a recent consular report. The importers are complaining bitterly of the quality of the grain, and have lost heavily upon it because of its condition.

The exact cause of the damage has not been definitely determined, but it seems to have arisen from an excess of moisture in the corn before shipment, which caused it to heat and mold enroute. Much of it was still very hot upon arrival.

The government standard of inspection at Durban requires that corn for export shall not contain more than 12 per cent of moisture. As evidence that this standard is sufficient to prevent heating in crossing the Tropics it is pointed out that several cargoes shipped from Natal to Hamburg a few months ago were reimported when the shortage in Natal grew acute, and all were in a perfect state upon their return. It is not known what quantity of moisture the imported American corn contained, but it is believed that it contained much more than 12 per cent.

It is much regretted that the American corn should have proved so disappointing to the Durban importers. A blow has been given the trade from which it will be slow to recover, and such things always react upon the trade with a country in other lines. Yet the fault, if it can be called such, probably lies not at all with the exporters but with the inspector at New York who passed the grain. A similar complaint was received regarding damaged American corn arriving at Port Elizabeth, South Africa.

The first two cars of new wheat were received at Kansas City, Mo., on June 19. Both came from Oklahoma, one being graded No. 4 hard and the other No. 2 red.

Utilizing Grain Leakage to Advantage

McCarty Ships Five Carloads of Steers Which Are Mysteriously Fattened Enroute

By GUIDO D. JANES

McCarty walked over to the railroad depot. In his pocket he carried some potential bribes, while words of diplomacy and tact were overcrowding his mouth.

Entering the ticket office he exclaimed "Hello." Agent Westinghouse, who was sitting at a desk, turned around and returned the salute.

"How's the grain business today?" he said, as he clicked the telegraph key.

stock. They were driven into the elevator, thence through the sacking room and out into the cars.

"Starving bunch of cattle," observed Winters as the last car was successfully loaded. "Bet they die before they finish their 800-mile journey."

"I bet they don't," returned the grain dealer happily. "I have a plan to rig up a vacuum cleaner under each car and connect same with the air brake. The mouth of the cleaner will suck up anything that drops along the right of way. And you know I have arranged to have the stock cars immediately back of the grain ones."

Both employes opened their eyes wider than scale pits, after which both exclaimed with wonder:

"You have more horse sense," said Jinks, recovering himself, "Than the whole town. No one but you would have thought of utilizing leaky grain cars."

"Thanks for the sincere flattery. But I must be hiking now, for I am to accompany the stock to Grand Junction and have to go home first and change my garments. I will be back Wednesday."



"HOW'S THE GRAIN BUSINESS TODAY?"

"So-so. Have a cigar." And the grain man poked a "five-center" at him.

"Thanks, I will."

"Now," added McCarty, "do a favor for me."

"Sure. Put me next."

"I have five car loads of steers to be sent East, and want to fatten them enroute."

Westinghouse looked puzzled.

"How can I do that? No grass along the right of way between here and Omaha, and baled hay season is not on just at present."

"You can help me, though. All I ask of you is to hitch those five cars on extra grain freight No. 42 this evening. See that they are back of the grain cars instead of in front."

"That ain't quite in keeping with our rules, but you being a good friend of mine, I will see what I can do for you."

"You are a brick, sir," laughed McCarty. "There is a sack of grain screenings for you at the elevator."

"Much obliged."

McCarty now beat it for his place of business, reaching there in five minutes. With the assistance of Foreman Winters and Sweeper Jinks, a gang plank and fence guard were rigged up between the car doors and the elevator door. Then the three journeyed to the lee side of the elevator where, herded in close quarters, were the five carloads of



"THEY WERE DRIVEN INTO THE ELEVATOR"

"We'll hold the lid down," said Winters. "So long."

"Good-bye."

No. 42 came along on scheduled time and, after picking up the five cars of stock and placing them immediately behind the grain cars, left the town in a hurry. McCarty was in the caboose.

After the freight had passed the yard limits, the grain dealer picked up his vacuum cleaner and sauntered with same over the top of the box cars

DEATH OF JAMES BARRELL

James Barrell, of Chicago, who passed away at his home in Evanston, Ill., after a long illness, on June 28, was one of the oldest cash grain men in the country. He was 79 years old and enjoyed the distinction of being a pioneer resident of Chicago and also one of the oldest members of the Chicago Board of Trade. At the time he joined the latter organization a membership cost only about \$100, which illustrates most forcibly what a remote date it was.

Mr. Barrell was born in London, England, in 1834, coming to this country when 12 years of age. His first job was in the Chicago Postoffice where he worked for ten years, leaving it to enter the grain business, which occupied all his time during the remainder of his earthly career. For a number



THE LATE JAMES BARRELL

of years he was a member of the firm of Armour, Dole & Co., and later was connected with J. H. Dole & Co. He retired from active business in 1906, retaining, however, an interest in the firm of Finley, Barrell & Co., with his sons, Finley and Albert Barrell.

The sixty-seven years that he spent in Chicago and its suburb, Evanston, were laden with accomplishments which will forever do honor and credit to him. His own natural ability and business judgment were entirely responsible for his rapid rise to success, and he had the faculty of inspiring the respect and admiration of his associates, who will all feel his loss deeply.

A "MIDGET" MARVEL MILL AMONG THE AMISH

Charm, a small country cross roads town in the heart of the beautiful agricultural country east of Millersburg, Ohio, has been the location for a custom flour mill for many years. The mill has remained in the Mast family several generations, and the new mill, built after the fire which totally destroyed the old one over a year ago, is owned by D. J. Mast.

The Mast family is of that peculiar sect known as Amish. In fact, there is a big settlement of these people near Millersburg, and especially around Charm.

It may be of interest to those who have had no dealings with these people to know something of their characteristics. The thing which distinguishes them most is their idea of dress. In this respect they resemble very much the Dunkards and Menonites, who are more generally known. The women wear bonnets and seldom dress in anything save black, while the men wear broad-brimmed hats, and instead of buttons use hooks and eyes on their clothes. The younger unmarried men are distinguished from the benedicts in a rather original way. Up until the time when the young man becomes

engaged to marry he shaves once or twice a week as occasion may demand, but as soon as the girl is picked he shaves no more, but grows a full beard.

Another thing which might be commented on is their absolute honesty and integrity. While they do not believe in our form of government and will not vote or defend a suit in court you may depend upon absolutely anything they may say.

To illustrate their caution: The old mill which burned in May, 1912, was a four-double stand, reel system 50-barrel mill. Mr. Mast, according to the ideas of his people, carried no insurance. His peo-

ple, however, joined in raising enough money to rebuild. While the old mill had always made good flour and given general satisfaction, Mr. Mast was progressive enough to want the most modern machinery on the market. In the course of his investigations, he learned of the "Midget" Marvel and was at once taken with the idea. The principle, however, was new to him, and true to his natural instincts, he wrote nearly everyone in the United States who owned a "Midget" and visited a plant in actual operation.

In spite of the good reports received, when the Anglo-American Mill Company of Owensboro, Ky., took his contract for a "Midget" Marvel it was with the understanding that no money was to be paid until the machine proved satisfactory. Ten days after the mill was placed in operation settlement was rendered in full.

Trade for the new plant is drawn for many miles, and the mill is kept up to full capacity. The best feature, as Mr. Mast sees it, is that, like other "Midget" owners, he is making money—much more

than he ever made with his bigger, long system plant.

This "Midget" Marvel 25-barrel Self-Contained Roller Mill is the one that has been installed by so many of the small elevators in the Western states. Turning of elevators into local mills is furnishing a new source of income and a pleasant employment for their owners.

Another bonded warehouse is to be established in Imperial Valley, Cal., to take care of grain coming over the Mexican line, according to W. T. Baker, Collector of Customs.

WHERE WITTE GAS ENGINES ARE MADE

The accompanying illustration shows the big plant of the Witte Iron Works, at Kansas City, Mo., where the well-known Witte Engines, for gasoline, kerosene, naphtha, gas and distillate, are manufactured. The buildings cover a large area and are of up-to-date, approved and sanitary construction. All of the machinery in the entire factory is driven by natural gas obtained from the company's own gas well.

The Witte Gasoline Engine was one of the first



D. J. MAST'S MILL AT CHARM, OHIO.

American gasoline engines, coming on the market twenty-six years ago. Before perfecting this engine, the business of the Witte Iron Works Company had existed and prospered for 17 years. It was natural, therefore, that the Witte Engine should readily get on to the market, coming as it did out of an established and favorably known factory. But the worth of the engine could only be tested by time, and time has fully proved its great value.

Witte Engines are exclusively sold by mail direct to the engine user. It is claimed that no Witte Engine has ever got out-of-date, and nobody's engine has ever been more up-to-date.

As a designer and builder of gas engines, Edward H. Witte has proved himself a master. He has taken care to see that Witte Engine users should always have available all the improvements for every Witte Engine, no matter how old, to make them up-to-date, and that, too, for a very small cost. For instance, if a Witte Gas Engine is to be changed into a gasoline, kerosene, or distillate engine, or vice versa, the Witte factory is ready to make the



THE BIG WITTE GAS ENGINE FACTORY AT KANSAS CITY, MO.

change at once, on receipt of advice to that effect. So with every other advancement made in the internal combustion engine business.

The company makes fifty-four different styles and sizes of engines running from 1½ horsepower to 40 horsepower. Complete information regarding these with special reference to their adaptability for grain elevator work, together with five-year guarantee and 60-days free trial offer, will be sent upon request by the manufacturers.

Georgia bought from abroad 58,930,000 bushels of corn last year, and produced 59,072,000.

IN SOUTHWESTERN OHIO

The elevator of the Payne & Eikenberry Company, at Collinsville, Ohio, has built up a very prosperous business during the three years of its existence. Erected in 1910, it embodies recent and up-to-date ideas of construction, and the equipment both in arrangement and design is excellent. The elevator proper is 20 feet wide and 24 feet long, with a total height of 66 feet. There are 5 storage bins with a capacity of 6,000 bushels and in addition there is an annex for ear corn holding 3,000 bushels.

Between this annex and the elevator there is a driveway 12 feet wide and 28 feet long. Here there is installed a 6-ton Howe Wagon Scale. There is also a warehouse, shown at the right of the picture. Part of this is partitioned off to form an office. The engine room is in a detached concrete building, not shown in the illustration. A 25-horsepower Fair-



ELEVATOR OF THE PAYNE & EIKENBERRY
COMPANY, COLLINSVILLE, OHIO

banks-Morse Gasoline Engine furnishes all the power.

On the first floor of the elevator there is a U. S. Corn Sheller. A. B. S. Constant Chain Drag takes the corn from the dump under the driveway, delivering the ears either to the corn sheller or to an elevator boot to be conveyed to the ear corn annex.

The second or working floor contains a 6-roll 9x18 Monarch Grinder. Stock from the grinder is spouted to an elevator leg, from which it can be sacked or else switched to a Monitor Cracked Corn Grader which separates the cracked corn into three different sizes and takes out the cornmeal and hulls at the same time. The grinding and grading machines are also used for making Graham flour and cornmeal for table use and the Payne & Eikenberry Company have created quite a demand for the latter products.

In the cupola there is a Monitor Combined Corn and Grain Cleaner and a 1,500-bushel automatic scale. The grain is all carried to the top by one stand of elevators from where it is spouted to the different bins, cleaner or automatic scale. A man-lift runs from the first floor to the cupola. The elevator was designed and constructed by the Burrell Engineering & Construction Company of Chicago.

Grain shippers at the head of the lakes are experiencing some difficulty in obtaining vessels.

OUR VISITORS

STEPHEN J. McTIERNAN

For an Irishman, "Steve" McTiernan is the greatest German we ever knew. Sounds somewhat anomalous, doesn't it? Nevertheless "Steve," as his friends are well aware, has overcome the handicap of the "Mc" in his name to such an extent that he has to look up the family history to find out whether his ancestors came from the Emerald Isle or the Fatherland.

To hear him speaking German (high, low or medium, it doesn't matter) with an imported waiter in a Rathskeller, Hofbrau or some other like typically St. Louis place, is a liberal education in itself. And by the way, it isn't a bad idea to have "Steve" act as pilot through some of these places, provided one is ever stranded in St. Louis. He has been on the water wagon (without falling off) these many years, but that makes him all the better guide.



"TO HEAR HIM SPEAKING GERMAN IS A LIBERAL
EDUCATION"

He likes Irish stew and "murphies" equally well with sauerkraut and wiener schnitzel. "The Wearing of the Green" sounds no better to him than "Die Wacht am Rhein," and he can say "Hoch der Kaiser" with the same facility and appreciation as "Erin Go Bragh."

It is only fair to state, however, that "Steve" belongs to no Turngemeinde, and if he is a member of the Ancient Order of Hibernians, we have yet to hear about it. He steers clear of those funny combinations, the so-called Irish-American and German-American and is satisfied to remain plain American.

After acquiring nearly all the grain knowledge possible for one individual and losing most of his hair in the process, he was kidnapped by the Huntley Manufacturing Company, Silver Creek, N. Y., makers of the well-known Monitor line of machinery, and for the past thirteen years he has been burning up the western territory for that firm. His headquarters are in St. Louis, Mo., which little burg, as we have previously intimated, he knows like a book.

LEE G. METCALF

The appearance of our friend, Lee G. Metcalf, as he stoops to allow his six feet four, or thereabouts, to enter the door of the editorial sanctum of the "American Grain Trade" is awe-inspiring in the highest degree.

Imagine if you can (and thus refute the malicious libel that grain men have no imagination) that the Colossus of Rhodes has suddenly assumed animate life and walked out of his customary place at the harbor of the ancient city of Rhodes. Then only can it be realized the wonder that is created by the sight of this modern Colossus of the grain trade.

Somehow we can never think of Mr. Metcalf existing in modest seclusion or dwelling among his fellow men as a shrinking violet. His tremendous bulk and commanding personality kill the thought ere it can find the slightest lodgment in our minds.



"HE WAS DESIGNED IN THE BEGINNING FOR AN
EXECUTIVE"

He was designed in the beginning for an executive and when it so happened that his earliest plaything, a rattle, was fashioned in the form of a gavel, few there were who realized that Fate was thus early taking a hand in the game. It shows that presidents are born and not made.

Then there came a time when the Illinois Grain Dealers' Association added to the respect the world had always felt for this organization by electing Lee G. Metcalf its president. Without casting too many roses at Mr. Metcalf, let us merely say that the association obtained a man who was as big of brain as of stature and the events of the past three years bear out this statement fully.

He is a better president than he is a grain dealer, which is saying a great deal, and we venture to predict that the future holds still bigger things in store for him. The already well-advertised Sangamon County, Ill., has seemingly so far overlooked the fact that President Metcalf was not only born there, but has lived there all his life. This is an item which is capable of good display and we make no charge for the information.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JULY 15, 1913.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE BUFFALO EXPLOSION

History shows that it has always been necessary to have big catastrophes before certain dangers are eliminated. It may be that the Buffalo horror will prove an example of the same kind. We certainly hope so. The frightful list of deaths and injuries is a terrible toll to pay for any needed knowledge. And yet grain men have always been more or less familiar with the dangers of elevator dust or in fact any kind of combustible dust.

The great Minneapolis explosion supposedly opened the eyes of many to the fact that dust of flour or grain may under certain conditions be infinitely more dangerous than dynamite. Certain precautionary measures were adopted at that time which it was thought would prevent any repetitions of the disaster. It was definitely determined that spontaneous combustion could not occur and that a spark was at all times necessary. The spark has been produced, however, many times since in certain minor explosions and numerous fires which probably started with small explosions.

The human element is one which all elevator owners must take into consideration. The greater the number of men employed, the more risk exists. The Husted plant at Buffalo employed a large force of men and while the exact cause of the explosion has not now and probably will never be known, it is reasonable to advance the theory that some one employee was guilty of the crime of carelessness.

Federal, state, county and city authorities have already commenced separate inquiries into the disaster and it is probable that at least one of the investigations will attempt to place the blame upon some individual or set of individuals. The probe cannot be gone into too

thoroughly to satisfy the grain trade at large, but it is thought that the Federal investigation under the Bureau of Mines will prove the most profitable.

There is reason to suppose that a set of Federal regulations will be made to govern elevator conditions in future and while this may work some temporary hardships upon elevator owners, the permanent safety resulting should more than justify all precautions. Whether the regulations if made will take the form of prescribing certain dust collecting apparatus and the employment of electricity for power and lighting is not known, but any rules to prevent similar casualties must be welcomed by all.

FAMILIARITY WITH RATE CHANGES

Probably in no single line of business is it so necessary to have a thorough working knowledge of freight rates and of their frequent changes than in the grain trade. This being the case it is highly desirable that the grain dealer's knowledge be gathered at first hand or from a reliable source. When dependence is placed upon rates given in any other way than through the prevented tariffs or reports of the Interstate Commerce Commission there is a large loophole left for errors. We have only to turn to the recent Henderson Elevator Case for an instance of this. Railroad employes, or at least some of them are less expert at reading tariff charges than are grain men.

In this connection we wish to call attention to the Changes in Rates published every month in the Transportation Department of the "American Grain Trade." These are prepared for us by an expert in Washington directly from the files of the Interstate Commerce Commission and are as nearly accurate as it is possible for any list of the kind to be. The proposed new rates are classified for convenience under the railroads which schedule them and the dates when they become effective, and the points covered by the rates, are clearly specified. Grain shippers will save a great deal of valuable time and trouble by perusing these changes every month or by cutting them out and preserving them for future reference.

TAX ON GRAIN FUTURES MAY FOLLOW COTTON

As a result of the prohibitive tax upon dealings in cotton futures incorporated in the Tariff Bill by Democratic members of the Senate Finance Committee, many prominent grain men anticipate a similar action regarding dealings in grain, probably modeled along the lines of the Cummins' amendment and possibly even more drastic.

The amendment agreed upon, which was introduced by Senator Clark of Arkansas, and slightly changed, levies a tax of one-tenth of 1 cent a pound upon speculative transactions in cotton, the tax to be paid by affixing internal revenue stamps and to be refunded upon the actual consummation of the transaction. It requires all contracts to be in writing and to state specifically whether delivery is actually contemplated. It prohibits all hedging transactions by which the cotton mill men now protect themselves when buying their supplies.

That such a measure relative to grain would

be disastrous in the highest degree is undeniable. The present amendment if passed will probably cause the cotton exchange at New York and New Orleans to close and of course the grain exchanges would undoubtedly follow suit after the enactment of a grain amendment.

It is perhaps just as well to keep from undue alarm until such a contingency arises but we cannot help referring to the action of the Senate Finance Committee in refusing a hearing to representatives of the New York Cotton Exchange.

Evidently the committee did not care to consider both sides of the question. In fact the author of the amendment stated publicly that the committee was sufficiently informed and did not care for any further enlightenment. Such an attitude on the part of those who should be open-minded, does not augur well for the reception of complaints from the grain trade should the latter become necessary.

RAILROAD COMMISSIONS AND CAR SHORTAGE

There are certain times when we are rather glad not to be a member of a state railroad commission and one instance is when one of these bodies is considering the question of car shortage. The power vested in a railroad commission is limited in a great many ways. For example, although having supervision and direction of the freight rates, it has no power whatsoever to force the carriers to lay in additional equipment and this is really the only remedy for car shortage in the majority of cases. It is possible, however, for a railroad commission to find out exactly how the railroads are using their cars, and whether the grain trade is getting its proportionate share.

The Illinois Railroad and Warehouse Commission has recently made an exhaustive and scientific investigation of conditions existing in the state with reference to distribution of grain cars. The sum total of their finding adds little to the knowledge possessed by the average grain shipper, namely that the roads do not have sufficient cars to handle the grain traffic. Undoubtedly, it is true as the carriers state and as the investigation of the Commission shows that shippers are in the habit of ordering 50 per cent more than their loading capacity. However, this does explain away the fact that statistics show they receive only about one-third the cars ordered.

The railroads have been adding cars but not in the proportion which the increase of the grain business has warranted, consequently an undue handicap has been placed upon the shipper, which amounts, in some cases, to a serious loss. The report of the Illinois Commission makes very interesting reading, but just what good it will do the shipper is hard to say. It demonstrates that a thorough inquiry has been made into conditions and proves that the Commission realizes just how much the shipper suffers under the present system of distributing cars.

What is particularly needed, however, is some legislation which will permit a railroad commission to compel carriers to supply enough equipment to take care of the traffic in that state. True, this is legislation which the railroads would fight with might and main, but on the other hand shippers in the majority of cases,

would willingly consent to increased rates providing they were furnished with necessary cars to handle their business, and assuming that the roads did not have a sufficient working margin to otherwise order the new grain cars. This was borne out in a recent meeting of business men in Cincinnati and other places where it has been agreed to petition the Interstate Commerce commission to permit certain increased rates for the purpose of supplying additional equipment.

A NEW LAKE SHIPPING COMBINE

What effect the new shipping syndicate organized during the past month will have upon grain shipments via the Great Lakes cannot yet be foretold. It begins to appear as though the bulk of grain shipping (at least Canadian shipments) would be controlled by the new combine. The rumor that the Grand Trunk Pacific is interested in the company lends additional color to the report. Full details are lacking at the present time except that the company has been capitalized at \$25,000,000, and is said to have acquired control of twelve different lake transportation lines and about one hundred vessels. A virtual monopoly of the Canadian end of the shipping is in plain sight.

It is not only in the shipping line, however, that our Canadian neighbors are doing things to make us all sit up and take notice. The improvements being made in the canals and waterways are such as to warrant the attention of everyone. For instance, they are preparing to expend \$50,000,000 on the enlargement of the Willard Canal. That is on a 27-mile canal they will spend half as much as New York is spending on its 300-mile barge canal.

Bids for the first part of the work are now being called for. It is hoped to have the entire work completed within five years. All but eight miles of the present canal will be utilized, and the present twenty-seven locks will be reduced to seven. These locks will have a length of 800 feet with 30 feet of water on the sills, though the canal will not have that depth. If, however, the locks at Sault Ste. Marie should in the future be given a depth of 30 feet, then the Welland locks will care for any vessels which can pass the former and the canal itself will be deepened. All credit should be given the Canadians for their enterprise.

FEDERAL CORN GRADES ARE NEAR

That the government standards for corn would be given out the last of this month, was announced by Dr. Duvel, crop technologist of the Department of Agriculture at the recent Cincinnati meeting of the Council of Grain Exchanges. This is looked forward to with much interest by grain men for it marks the culmination of a number of years' scientific investigation on the part of the government. Although the grades for corn will be announced first, it is declared that the standards for wheat and other grain will soon follow.

There has been a marked difference of opinion among grain dealers regarding the advisability of having Federal grades established. The government would scarcely have devoted all these years to its investigation and tests if it were not intended to make the grades effective

once they were formulated. This will practically amount to Federal supervision. On the other hand there are few dealers who do not recognize the fact that uniform grades will eliminate, or at least reduce to a minimum, the present differences and disputes. Then, also, it is declared that the new grades will be so definite as to permit every country dealer to determine for himself whether his corn is No. 2 or No. 3 or lower.

The most encouraging feature about the Federal grades is that the government does not seem disposed to assume an arbitrary stand in the matter. The grades will be announced, after which a series of conferences will be held with the grain trade to fix any modifications that may be necessary. While this will necessitate some delay before the final results are established, it means that the majority of grain men will be in accord with the grades ultimately formulated and thus the greatest satisfaction will be experienced.

A BIRTHDAY AND A FORECAST

Every year added to the life of a trade journal means added prestige and enhanced value as a medium for disseminating information to the general public. Consequently, we are experiencing great jubilation in the fact that with this issue, the "American Grain Trade," the oldest strictly grain paper in the country, is entering upon its thirty-third year. At ten years we speak of a publication as "mature." At twenty years it may be termed "established." At thirty years and above, it is recognized as "standard."

Thus a trade journal reaches a ripe old age at a time when man is just approaching his prime. Unfortunately the usual tendency of journals when they attain this "standard" position is to rest upon their laurels and even if not receding from their place at the top of the list, they do not progress. This cannot be said of the "American Grain Trade" which is constantly being improved and bettered so that our readers may have at all times the best that there is.

The grain trade is growing and developing at a rapid rate and a paper covering this field should be edited and prepared in such a way as to keep pace with this progress. We have always thought that while many subjects connected with the grain business are somewhat dry in themselves, they may be presented in such a bright way as to be quite interesting. Thus from time to time changes have been made to carry out this idea.

As a sort of birthday celebration, we cannot refrain from calling attention to some of the leading features which will be seen in the pages of the "American Grain Trade" during the coming year. Foremost among these is the "Romance of Grain," by John McGovern, the splendid history of the grain trade of the world which has been published serially since the January issue.

Nothing like this has ever been attempted before, at least in such a thorough and complete manner, and we know of no one more competent for the task than Mr. McGovern. As former editor of the *Chicago Daily Tribune*, as archaeologist, and a man of letters, he has achieved a great reputation. He is also the author of a number of very successful books.

"The Romance of Grain" shows the great familiarity of the writer with his subject and the narrative runs along in a bright, terse, staccato style that is highly entertaining. Up to the present time the origin of grain and the grain trade has been traced from the earliest known writings, and shortly the progress of the grain trade in various countries will be taken up. The "Romance of Grain" will have an installment in every issue during the coming year. Many grain dealers have written us that they are pasting the installments, as they are published, in a scrap book so that when finished the whole work will be in complete shape for reference.

In the matter of special articles, the coming year will be a banner one. We are gradually acquiring a staff of contributors second to none in the country. No contribution of value is ever refused by us and we are scouring the country for men who can and will write intelligent articles of interest to grain men. Besides the special articles, however, there is all the live news presented and the special departments for smaller items should always be read. The illustrations and cartoons will surpass those of last year's and in many other ways we feel that the "American Grain Trade" will prove a pleasing revelation to readers during the coming year.

MISSOURI SITUATION NO BETTER

It came as a surprise to both the grain shippers, who are suffering most by reason of the present insurance muddle in Missouri, and the fire insurance companies themselves when Superintendent Revelle made good a previous threat and cited the insurance companies to show cause why their business should not be revoked. In addition, the Missouri Supreme Court on June 28, overruled the demurrer filed by the insurance companies and issued a temporary order restraining them from ceasing to write policies in the state. Pending the disposition of the suit brought by the attorney general to fine the companies for combining to leave the state.

The decision, it is generally thought, has not helped the situation one particle. The only ray of hope for the grain man lies in the fact that the regular elevators of St. Louis after a conference with the Merchants' Exchange officials have agreed to protect the purchaser of grain in the St. Louis market covering July deliveries. Whether this will be extended to cover the balance of the season is problematical. Both elevator and insurance men are disgusted with the situation.

The governor of the state himself practically admitted the faults of the Orr Anti-Trust Law by dickering with the insurance men for a nullification of some of its objectionable clauses but failed entirely in his efforts to force them to take the risks of punishment under that law. The result has been disastrous, in a great many ways to the state. Assuming that the Supreme Court decision does face the companies to write policies in the state, it is quite possible that they will technically comply with the rule by only writing one or two policies and refusing all others. In such an event, it is hard to see just what will come out of the situation.

EDITORIAL MENTION

Plant breeders at the University of Illinois are now centering their attention upon the production of cobless corn and claim to be near the desired goal.

"Not less cotton but more corn" is the slogan which is being preached in Mississippi, and the boys' corn club work is being carried on at a splendid rate in that state.

The attention of the Canadian Grain Commission has been drawn to the fact that much additional elevator accommodation is needed at Montreal. Numerous petitions are now being drawn up.

How many grains of oats in a bushel? This is the basis of a complaint made by the Chicago fire chief, who claims that the oats supplied to city fire horses are "short count" and also haven't the required lustre.

Finding out just what the shippers themselves think should be done regarding the car shortage situation is the object of various meetings being held in various parts of Kansas by the Public Utility Commission of that state.

Hardly a day passes by that some meeting is not held at which the Pomerene Bill of Lading Bill is approved. Here is one measure upon the passage of which all classes of business men seem to be unanimously agreed.

The Business Men's club of Cincinnati at a recent meeting, adopted resolutions which petition the Interstate Commerce Commission to allow the railroads to increase their freight rates 5 per cent, thus permitting them to add necessary equipment.

The Canadian government is losing no time in carrying out its policy regarding the establishment of internal storage elevators. The plans for the first two elevators at Saskatoon and Moose Jaw are being prepared at the present time. They will hold from 3,000,000 to 4,000,000 bushels and will cost about \$1,000,000 each.

The grain men of Ohio have been warned by State Dairy and Food Commissioner Strode that a number of complaints of short weight have been received. They will be given until September 1 to change sacks or packages so as to meet the requirements of the new weight and measures law. Under the provision of the law a fine of \$500 and six months imprisonment may be imposed for short weights.

Shippers throughout the country may be compelled to expend large sums of money for the purchase of association freight tariffs if a plan formulated by the railroads is carried out. At present these tariffs are distributed free by the rail carriers at a yearly cost of hundreds of thousands of dollars. They contend that this service should be paid for by the shippers, and a series of conferences between officers of the National Industrial Traffic League and representatives of the railroads has been arranged

with a view of reaching an agreement on the subject. It is pointed out by railroad officials that in Germany all shippers are required to pay for freight tariffs and a charge also is made for time tables.

Alabama is another state which is getting into line for corn growing. Commissioner of agriculture Colb has recently sent out a circular letter broadcast, showing that \$150,000,000 go out of the state every year because the farmers do not raise enough corn. The corn production of the state for the past year was 53,664,000 bushels.

We may have doubted the tale that a bill introduced in the legislature of a Western state read in part: "When two trains approach a crossing both shall stop, and neither shall go ahead until the other has passed by." We are skeptical no longer, however, for it is no more absurd than some of the recent proposed grain legislation.

Although the "Put and Call" Bill was passed by the Illinois Legislature, the Chicago Board of Trade will take advantage of the so-called privileges only in modified form. Under a rule recently posted, the new form of insurance trading will be called "bids" and "offers" and these must pass through the clearing house to become effective.

The middleman, frequently charged with much of the responsibility for the increased cost of living, escapes that indictment in a report recently issued by the Department of Agriculture's, which says that during the last twenty years of advancing prices the margin between the producer's price and the consumer's price has not widened much, if at all.

A new way of getting rid of chinch bugs is recorded in Illinois. Business men of Macoupin County have offered a bounty of \$2 a bushel for all chinch bugs sent in to the headquarters at Carlinville. Since there are 32 quarts and approximately fifteen million bugs in a bushel, it almost seems as if this was hardly the union scale of wages. Notwithstanding this several persons have claimed the bounty.

There are still a great many complaints from the grain shippers of Buffalo that only a part of the Erie Canal is as yet navigable on account of failure to repair a break of last season at Vischer's Ferry on the eastern part of the line. The western end of the canal has been open for some time, so that millers at Lockport, Rochester and Syracuse have been able to get wheat from the spring lake fleet without paying a rail rate on it.

To aid the custom officials in obtaining more reliable data for export statistics, a bill has been introduced in the House of Representatives providing penalties for failure on the part of the owners, shippers and consignors of merchandise to file with the Collector of Customs a manifest specifying the kind, quantities and value of the goods shipped to foreign countries. A supplementary bill provides a penalty to be imposed upon the steamship line for loading cargo not described in the manifest. It is believed

that by the enactment of these two bills both the exporters and the ocean carriers will exercise greater care in the matter of furnishing the Government authorities with data relating to the country's export business.

A bill is being prepared by Representative Willis, a member of the House Interstate and Foreign Commerce Committee which involves extension of the jurisdiction of the Interstate Commerce Commission over intrastate rates on interstate railroads, in accordance with the Minnesota Rate Decision. The basic principle of this measure will be the right of Congress to control absolutely the instrumentalities of interstate commerce, even to the extent of regulating the rates in each state.

The alliances of the business organizations of St. Louis to work for waterway improvements so as to reap the greatest benefit from the Panama Canal, is interesting the grain trade chiefly because the Merchants' Exchange is taking a most active part. Newspaper publicity forms a great part of the campaign and the likenesses of one or more officers of the Exchange with their utterances upon the future of the city as a great grain and milling center, are frequently seen in the public prints.

Goodbye to the old days when an illegible hand was regarded as the sign of a good business man. A campaign to induce shippers to furnish railway companies with legible shipping orders is being conducted under the auspices of the Chicago Association of Commerce. A committee has been appointed to confer with officers of various trade organizations for the purpose of urging business firms to require clerks to prepare shipping orders so they may easily be read. Careless writing, it is said, has resulted in many losses and delays.

Uniform demurrage rates at all seaports controlled by the United States government are to be enforced by the Interstate Commerce Commission. If necessary, it is declared, an act of Congress will be passed, giving the Commerce Board full authority in the matter. The railroads have proposed a demurrage agreement, based on the rates in force at Galveston, and suggest that the steamship men adopt it for all Atlantic and gulf ports. No port is to be allowed discriminatory privileges over another in the matter of free time and demurrage, storage charges and regulations.

A correspondent to a Kansas City paper has written a thrilling account of a corn crop tragedy as follows: "For the first time in its history Monroe County has jumping corn. The growth of this great staple since the rains of three days ago has been so rapid as to get away from farmers and escape needed cultivation, springing from hip high to shoulder high within a week. Lightning bugs caught in the field over night have been unable to tell when daylight came and are dropping in the furrows by thousands from exhaustion due to overwork. The nights are filled with mysterious sounds akin to the falling of limbs from forest trees laden with sleet, and it was discovered the first of the week to be the corn cracking as it grew."



H. G. MORGAN
Pittsburgh, Pa.

NEWS OF THE TERMINAL MARKETS



T. J. STOFER
Buffalo, N. Y.

GRAIN INSPECTION AT VICKSBURG

The Board of Trade of Vicksburg, Miss., recently decided to appoint and maintain a grain inspector and weigher on that market to make the city a distributing point for Louisiana and Texas grain.

GRAIN ELEVATORS ARE MADE REGULAR

The proprietors of grain elevators at Chicago have renewed last year's contract as offered by the directors of the Board of Trade, and grain elevators at Chicago have been made regular for another year, or until July 1, 1914.

NO OFFICIAL SAMPLING BUREAU

The plan to establish an official sampling bureau for the Minneapolis Chamber of Commerce was rejected by the membership by vote of 215 against 37. It was stated that millers favored the new department but that commission houses and brokers were against it.

KANSAS GRAIN TRADING COMMISSION

Governor Hodges of Kansas recently appointed the following three members of the State Grain Grading Commission: J. B. Nicholson of Topeka; A. T. Rogers, Beloit; A. C. Bailey, Kingsley. Mr. Nicholson is forty years young, and manager of the Kaw Milling Co. of Topeka. He has expressed himself for better wheat and the better farming of wheat by the grain raiser.

PUT AND CALL RULE APPROVED

The members of the Board of Trade of the City of Chicago have approved the new put and call rule to conform with the law. The new style of trading will be known as "bids and offers" instead of "downs and ups." The membership of the Board approved the legislative action by vote of 597 to 60. A rule to advance weighing charges to 35 cents per car was carried by a vote of 678 to 469.

NEW KANSAS GRAIN INSPECTOR

After waiting six months, Governor Hodges of Kansas has appointed George B. Ross of Sterling to succeed D. R. Gordon of Abilene as chief grain inspector for the state of Kansas. Mr. Ross represented Rice county in the state legislature last year and is also president of the State Board of Agriculture. It was reported that the new chief inspector would move the inspection office from Kansas City, Kan., to Topeka.

EXCHANGE SUFFERS FROM COOL AIR

Sometimes pandemonium breaks out in the "pit" and no one would deny that some of the reports floating about on "change" are hot air, but it remained for the St. Louis Merchants' Exchange to start a small riot recently due to cool air.

The trouble was occasioned by the "parting of the ways" of an electric fan shortly after the sounding of the closing gong on "change" on a Monday afternoon. Perhaps the fan thought the market was too inactive and that something should be started. At any rate the fan blades, whose velocity had been raised to the millionth power, detached themselves and commenced boomeranging about the hall in uncomfortable proximity to the traders, and a fan with the business end busy is as uncertain as a Kansas cyclone. Traders did not stand upon the order of their going, but went at once. The "shorts" ran to cover and the "longs" beat it. In fact, the fan got market wise and had things its own way. As it was a double affair, with two sets of four, eight and seven inch blades, there was plenty of activity while

the excitement lasted. Finally Exchange Engineer Charles Morey ascended a ladder directly beneath the fan, and by turning off the power put the refractory member out of business.

AN ENTERPRISING CINCINNATI GRAIN FIRM

The combination of circumstances which is behind the success of Paul Van Leunen & Co., Cincinnati, Ohio, and Decatur, Ill., may be traced directly to the active efforts of certain "live wires" in this firm who have backed their work with experience and good business judgment. Although organized but five years ago the company has worked up a large and healthy business.

Paul Van Leunen, head of the firm, is the only



THREE "LIVE WIRES" OF PAUL VAN LEUNEN & CO., CINCINNATI, OHIO
Paul Van Leunen (Upper)
G. E. Linder and A. W. Masterton (Lower)

son of Peter Van Leunen, who is one of the most honored members of the Illinois grain trade. Some forty years ago the elder Mr. Van Leunen was a prominent figure on change. Now he is content to step back and have his son uphold the reputation which he built up. Paul Van Leunen is aided greatly, however, by the assistance of his father, who attends to the Illinois office.

Assisting in Cincinnati are G. E. Linder and A. W. Masterton. The company is fully equipped in every way and prides itself upon the great interest taken in details and small items for their customers. This trait, together with integrity, activity, enthusiasm and youth insures continued success.

EXPECTED GOOD DEMAND FOR HARD WINTER WHEAT

Pope & Eckhardt Co., of Chicago, say July 8: "The first fairly liberal arrivals of new winter wheat here developed a surprising indifference on the part of the millers to the soft wheat; present indications point to probable premiums for high-class dark hard winter wheat during the crop year, and comparatively moderate, or the inside prices for red winter and the lighter colored, or yellow mix-

tures of hard winter. In oats we see no reason why the new should command a premium over the old; the quality of the new crop might easily be such as to force and to justify discounts under values for the old, and therefore the prudent country dealer is likely to be in a better position by basing values and purchases of new—even for deferred delivery—on current values for the old."

HAY INSPECTION AT DETROIT

Following the admission of a score or more of hay dealers to membership in the Detroit Chamber of Commerce, it is planned to make that city a larger and better hay market. In the past there has been considerable trouble over the inspection of hay, as the shipper has had no recourse when he received has graded as No. 2 or No. 2 mixed, hay that the shipper has consigned as No. 1 timothy. When present plans are completed an inspector will be appointed who will examine hay in the same manner that grain inspection is handled. It is expected to result in much better conditions in the hay trade of the city.

WHEAT MARKET SUBJECT TO EXPORT PRICE

Clement, Curtis & Co., Chicago, say in special letter July 2:

"Market conditions in wheat are wholly dependent upon Europe. The crop outlook favors another good surplus and the export price will make the price. At present the European crop promises to be an average one of good quality as compared with a big one of poor quality last year. On account of the depletion of reserves Europe and other importing sections will require 600,000,000 bushels or 60,000,000 less than the year now drawing to a close. It is evident that the United States and Canada will be able to supply as much as a year ago. The unknown factor is the Russian spring wheat crop; the winter wheat crop of that country is reported larger by 30,000,000 and should the spring wheat repeat last year's crop, and the quality be better, the importing countries will be on a fair supply basis until the Southern Hemisphere crops are available, and until then, unless the spring wheat in this country should meet with unusual reverses, the wheat market will be dominated by Liverpool."

LOS ANGELES GRAIN EXCHANGE ORGANIZED

The Los Angeles Grain Exchange, which has been in process of formation for several months, was finally organized on July 2, at a meeting held at the Los Angeles Stock Exchange. About twenty grain men were in attendance.

The following officers were elected: President, George H. Martin, of Martin & Russell; Vice President, O. H. Morgan, Globe Milling Company; Directors, W. E. Howard, Howard Brokerage Company; Frank Coates, Sperry Flour Company; Edward Thompson, Great Western Milling Company; W. B. Waterman, of the Farmers' Warehouse Company, and S. C. Dunlap. The directors will hold a meeting at an early date to elect a secretary and treasurer.

At the meeting on July 2, the report of the Committee on Organization was read and the by-laws and incorporation papers framed by them were adopted, subject to amendment. It is expected that the organization will be ready for active operation by July 15, and that the sessions will be held from 11:45 to 12:30 o'clock daily in the rooms of the Stock Exchange. Certain arrangements will have to be made there for the accommodation of the new exchange.

The initiation fee is to be \$250 and dues \$10. The membership will be limited to fifty, and it is possible that grain men outside of the city itself may become interested.

WHOSE PICTURE?

A certain Chicago grain traveling representative for one of the leading firms in that market, recently sat for a picture. The lineaments of his face are good, his bearing is stately and upright, but he is, what one might term in polite society, destitute of hirsute appendage—just a fringe in which some of the diminutive bulls and bears run to cover.

Now, when the pictures were delivered, a reformation had taken place and our grain traveler had a beautiful crop of beautiful black hair, and the likeness was very close to the original. At latest reports he was uncertain whether to pay the photographer a bonus and keep the pictures, or sue him for damages for caricaturing an honest grain man of hitherto unblemished character.

OUR BOY SOLOMON ON THE "MIDDLEMEN"

C. A. King & Co., Toledo, have the following paragraph on "the middlemen" in their market letter of July 3: "All middlemen are not luxuries. Most of them are desirable. Some are hogs. Competition in grain trade is so severe that margins are very small, smaller than any other big line of business. Some country buyers are occasionally fortunate in their speculations. Like jobbers they try to buy low and sell high. Large majority have limited storage capacity and are compelled to ship freely soon after harvest. Some Kansas farmers have formed a co-operative society. Their leader talks about saving twenty cents bushel by cutting out the middlemen. Tut! Tut! It is wicked to talk about such imaginary profits. It deceives the farmers. Agricultural Bureau has started a bureau to reduce the cost of marketing the crops. Be fair to everybody. Live and let live."

CHANGES IN MEMBERSHIP

Chicago.—New members admitted to the Board of Trade were Wallace M. Bell, John Kellogg, Gordon B. Beil, Fred D. Ludlow, Patrick P. Donahue, Richard M. Sayers, Joseph A. Nosek, Chas. K. Templeton and John R. Tomlin. The membership of Chas. O. Kalman, Thos. E. Wells, Jr., Oscar J. Roberts, John J. Carmody, Orson K. Tyler, George C. Bagley, Ira Ulfert, Frank A. Cooley and Thos. C. Edwards were transferred. Reported by Secretary J. C. F. Merrill.

Duluth.—Finley Barrell and Leo L. Schmied were admitted to membership in the Board of Trade. Withdrawals were C. H. Graves, F. R. Crumpton and R. R. McAuley. Reported by Secretary Charles F. Macdonald.

Kansas City.—Charles H. Manning was admitted to membership in the Board of Trade on transfer from C. J. Wolover. Reported by Secretary E. D. Bigelow.

Milwaukee.—Charles Thompson and William F. Fraser were admitted to membership in the Chamber of Commerce. The membership of W. D. Anderson was transferred. Reported by Secretary H. A. Plumb.

St. Louis.—New members of the Merchants' Exchange are Henry M. Wise, Jones-Wise Commission Company; Frank K. Houston, assistant cashier of Third National Bank; Sylvester P. Stead, Jones-Wise Commission Company; Samuel Weissman, Priwer Feed Co.; M. S. Beals, commercial agent, Illinois Central Railroad; U. G. Monett, National Stock Yards Company; John I. Glover, Kansas City, Mo.; Robert Edwin Cowan, Ralston-Purina Company; C. F. George Lange, Luehrmann Bros. H. & G. Co.; M. E. Greenleaf, Greenleaf Company, Jacksonville, Ill.; Jos. S. Geisel, Valier & Spies Manufacturing Company; D. C. Kerckhoff, Pevely Dairy Company; Wm. A. Thomson, W. A. Thomson & Co., Louisville, Ky. The certificates of Henry Schmitt, G. W. Galbraith, F. D. Gill, F. N. Judson, P. C. Platt, Benj. A. Neal, Henry S. Platt, Jr., Albert Rothschild, Chas. M. French, James W. Shaw, L. T. Swancutt, Frank H. Servatius and Wm. C. Johnston were transferred. Reported by Secretary Eugene Smith.

EDGAR E. RICE

With the exception of a short period from 1901 to 1904, when he was in business for himself, Edgar E. Rice, the subject of this sketch, has been creditably representing Chicago grain firms in Western territory. For the past two years he has been traveling in Iowa and parts of Illinois and Minnesota for the Sawers Grain Company, one of the progressive firms in that market.

Mr. Rice was born in Dayton, Ohio, and remained in that city until 1888, when he removed to Chicago and associated himself with the grain business. He is known among the trade as a jolly good fellow; but he is more than that, he is a good friend and companion of the right sort.

He seldom misses attendance at a Western grain



EDGAR E. RICE

meeting and those who are present generally know he is there. He himself would deny being a dead one, and maintains to his friends that he would rather have it said of him "There he goes," than "Here he lies." It is hoped his enterprise, his good nature, his ability for making friends for himself and firm will remain at its present standard of effectiveness for a long time to come.

TERMINAL NOTES

Sidney Long & Co., of Chicago, Ill., have added a general cash grain department to their future grain and provision business with John A. Costello, former grain sampler, in charge.

R. D. Jabroe of Everett, Wash., has become state grain inspector for Washington, in place of Seymour Manning, who declined the appointment.

H. L. Webb, of Webb & Kenward, wheat exporters, of London, England, and who has been visiting some of the grain terminals in this country, sailed for home July 5.

J. S. Stover, grain broker of Philadelphia, Pa., and one of the popular members of the Bourse, was married on June 24 to a daughter of one of the prominent families of Wilmington, Del.

F. L. Stone of Benson, Minn., was recently elected vice-president of the Atwood-Stone Co., a grain firm doing business at Minneapolis and Duluth with head offices in the Flour Exchange Building, Minne-

apolis. The election was caused by the vacancy occasioned by the death of Mr. Stone's father, W. H. Stone, which occurred last April.

F. E. Dunn, who for the past twenty-four years has been a salesman "on change" for the Van Dusen-Harrington Company of Minneapolis, Minn., has engaged in the same capacity with Johnson, Case & Hansen.

Frank O. Yeats, formerly secretary and treasurer of G. W. Van Dusen & Co., Minneapolis, Minn., was in Washington, D. C., early in July, where it was expected he would associate himself with some western milling company.

McLane, Swift & Co. removed their general offices on July 14 from Battle Creek, Mich., to room 405 Chamber of Commerce, Detroit, Mich. In their new location they announce they will have enlarged facilities for handling all kinds of cash grain.

There can now be seen a handsome newly lettered sign in the windows of the room occupied by Southworth & Co. in the Produce Exchange Building, Toledo, Ohio. In addition to the firm name are the words, "grain, provisions, seeds."

The Becher-Labree Company is a new firm to engage in the grain business at Duluth, Minn. The members of the firm are H. J. Labree, formerly floor trader for the Van Dusen-Harrington Co., and J. B. Becher, who was formerly associated with A. B. Wolvin.

W. M. Coup, manager of the elevator and mill at Mt. Vernon, Ohio, of the Northwestern Elevator and Mill Co., Toledo, Ohio, was married June 25 to Miss Mary Clark, of Mt. Vernon. Mr. Coup is well known and very popular in the grain and milling trade of Ohio, and countless friends will wish him joy.

The Teichman Commission Company, of St. Louis, Mo., went out of business on June 30. W. E. Newman and W. L. Malkemus, who have been with the concern for very many years, have formed a copartnership to deal in brewers' grits, malt, grain and hops in the St. Louis market.

Norris & Co., with offices in the Board of Trade, Chicago, have purchased the Merritt Elevator of 550,000 bushels capacity, located at South Chicago, and will enlarge their grain receiving and shipping departments. These two departments will be in charge of Frank W. Hotchkiss and Howard Lipsey.

The Hall-Baker Grain Co., of Kansas City, Mo., has leased the 1,000,000-bushel Missouri Pacific elevator in Kansas City, which has been recently operated, under the ownership of the railway, by the Missouri Kansas Elevator Company. About all the railway-owned elevators at Kansas City are now under lease to grain firms.

The Bewsher Company of Omaha, Neb., has filed articles of incorporation with a capital stock of \$50,000. The incorporators are A. H. Bewsher, E. J. Clizbe and E. M. Martin. All of the principals have been engaged in the grain business at Omaha for some time, and the business will be continued of buying and shipping grain.

The Fraser-Smith Company has been incorporated with a capital stock of \$60,000 at Duluth, Minn., to engage in buying, selling and storing of grain and seeds. The incorporators are Morton W. Smith, J. Frank Fraser, of Minneapolis, and A. Jay Kennebrook of Duluth. The two first named gentlemen are president and vice-president respectively.

The Crumbaugh-Kuehn Co., handlers of grain and seeds, with offices in the Produce Exchange Building, Toledo, Ohio, and warehouse at 34 South Huron street, leased the old Darling Candy Co.'s building at 24 South Ontario street and on July 1 consolidated their offices and warehouse under the one roof. The building has 60 feet frontage and is 120 feet deep, two stories high.

Joseph P. Hennesey and James T. Murphy have organized the firm of Hennesey & Murphy to engage in the grain business at Minneapolis, Minn. Mr. Hennesey has been identified with the grain interest of Minneapolis for the past 13 years and Mr. Murphy has been associated with the grain trade of the city since his arrival at Minneapolis from

Chicago some four years ago. Both are young, energetic and experienced, and start into business under most favorable auspices.

E. L. Glaser, president of Rosenbaum Brothers, Chicago, returned recently from a two months' trip to Europe. He reports that foreign crop conditions generally are much better than a year ago and that foreigners are not likely to accumulate a large stock of wheat. On the domestic situation he believes that there is entirely too much grain in sight for any pronounced bull movement at present.

Hutton & Collins have opened an office at Clinton, Iowa, to carry on a general grain commission business. The firm carries memberships in the Chicago Board of Trade and will act as correspondents of Lamson Bros. & Co., of Chicago, who are widely represented in the principal western cities. The firm is also planning to open offices in Davenport, Iowa, and in Muscatine. The Clinton offices are in rooms 309-310 of the Wilson Building.

George S. Jackson, a former president of the Baltimore Chamber of Commerce, Baltimore, Md., was chosen as the American representative of the North American Export Grain Association to the meeting of similar European grain organizations held in London, England, July 14. International trade relations was one of the principal subjects taken up, with the view of more uniform methods of business as applying to the grain and allied industries.

J. F. Zahm & Co., Toledo, Ohio, are now publishing their bids for wheat in the afternoon edition of the *Columbus Dispatch*. Concerning the matter they said: "It was at the request of some shippers that we made this arrangement, and yet there has been a little criticism for so doing, but in reply to the latter, we believe it would make things more pleasant for all shippers if newspapers published the track Toledo, or track any other market bid, instead of the price in the elevator here. Are we not right about this?"

Frank A. Maurer, formerly associated with the old firm of Irwin, Green & Co., on the Chicago Board of Trade, which failed in business some years ago, committed suicide by shooting himself at the wooded island, Jackson Park, Chicago, on the morning of July 8. He had been estranged from his wife for about three years and his act was due, it was alleged, to despondency on account of business and other troubles. Many will remember Mr. Maurer in the old days of his connection with the Board as a fine, clean business man, of hopeful and cheerful temperament and popular with every one. It is to be regretted that his passing should be brought about in such a manner.

A June wedding which was especially interesting in grain circles took place on the twenty-fourth of last month when W. A. Fraser, Jr., vice-president of W. A. Fraser Company, with offices in room 715 Royal Insurance Building, Chicago, was married to Miss Helen Glenn, daughter of William T. Glenn, grain dealer and mayor of Oneida, Ill. A romance attaches to the wedding as the meeting of Mr. Fraser and Miss Glenn, who were childhood friends but who had not met for many years, was brought about by a delayed motor car occupied by Mr. Fraser as he was speeding one day into Jacksonville, Ill. Miss Glenn chanced to come along and recognized her old playmate. After a honeymoon on the lakes, the young couple expect to make their home in Woodlawn.

The firm of B. S. Wilson & Co., of Chicago, which was organized about four years ago to take over the business of the grain firm of T. E. Wells & Co., suspended business late in June and the secretary of the Board of Trade was instructed to have all trades, in the name of the firm, closed out. A grain receiving department in connection with the firm was under the management of W. M. Timberlake and his son Charles E. Timberlake. Creditors of the firm held a meeting July 8 and while no statement of their financial condition was made it was reported on the Board that they owed \$9,000 to city and \$28,000 to country customers. Following a method of handling the affairs of a failed firm on the Board, J. P. Griffin, J. C. Murray, Lowell Hoyt,

F. A. Paddleford and Edward Andrew were appointed trustees to conserve the firm's assets for the benefit of creditors.

The Studebaker Grain and Seed Company, Inc., have incorporated to succeed John Studebaker & Son at Bluffton, Ind. The new company has taken over all the elevators and other property of the old firm and the business will be conducted in the same location as for the past thirty years, with Bluffton as headquarters. James W. Sale, formerly of Studebaker, Sale & Co., is president and general manager of the company, and H. H. Deam is secretary-treasurer. The old company and its members are very favorably known throughout the country, and the new firm may be expected to triplicate the prosperity enjoyed by its predecessor.

NEW CHIEF GRAIN INSPECTOR AT DETROIT

At a recent meeting of the Detroit Board of Trade, William Recker was elected chief grain inspector to succeed F. W. Harrison, who resigned on account of ill health. Mr. Recker has been assistant to Mr. Harrison at Detroit for the past six years



WILLIAM RECKER

Chief Grain Inspector of the Detroit Board of Trade.

and has a wide and varied experience in the grain trade.

Prior to his coming to Detroit he was in the grain business in various capacities in Chicago for about eleven years, receiving valuable training and experience in grading grain under Robert Kettles who is at present chief of the sampling and seed inspection department of the Chicago Board of Trade. He then moved to Omaha, being in the employ of the Omaha Grain Exchange for two years. His work has always given the utmost satisfaction and it is felt that the Detroit grain inspection will be in entirely competent hands.

Several complimentary resolutions have been passed referring to the work of his predecessor, Mr. Harrison, in the highest terms, and expressing the hope that during his remaining years, which will be spent on a farm in Illinois, he may regain his former health and strength.

An enthusiastic band of rooters watched the baseball game played at Comiskey Park in June between the Chicago Board of Trade nine and the University of Chicago team. The Board of Trade players lined 'em out but couldn't concentrate their hits so the Varsity nine won by a score of eight to three. The proceeds of the game, amounting to about \$5,000, is for the purpose of establishing a camp site at Crystal Lake where 5,000 Boy Scouts, in squads of 900, will be sent for a two weeks' outing. A. S. White, ex-president of the Board of Trade and head of the Boy Scouts, and Colonel I. P. Rumsey, a veteran of the Civil War and one of the oldest members of the Board, were interested spectators of the game.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, grain products, hay and seed at the leading receiving and shipping points in the United States for the month of June, 1913:

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,435,492	930,652	1,935,927	1,410,765
Corn, bu.....	320,061	235,941	11,536	18,403
Oats, bu.....	569,144	874,906	32,550	844,570
Barley, bu.....	.....	2,851	.....	.....
Rye, bu.....	60,287	2,265	85,714	.....
Hay, tons.....	5,415	2,764	740	818
Flour, bbls.....	104,190	94,216	90,641	53,268

BUFFALO.—Reported by F. E. Pond, secretary of the Corn Exchange.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	5,401,994	6,100,231	.....	.....
Corn, bu.....	2,697,770	2,742,445	.....	.....
Oats, bu.....	1,422,060	1,827,901	.....	.....
Barley, bu.....	975,146	212,381	.....	.....
Rye, bu.....	47,000	60,000	.....	.....
Flour, bbls.....	987,884	.....	.....	.....

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	2,167,000	506,300	1,055,000	2,127,200
Corn, bu.....	16,292,000	12,880,650	7,242,000	8,191,250
Oats, bu.....	16,583,000	5,979,300	9,235,000	7,106,700
Barley, bu.....	2,322,000	426,800	305,000	89,800
Rye, bu.....	126,000	71,000	28,000	23,200
Tim. seed, lbs..	1,764,000	242,200	1,521,000	53,800
Clover seed, lbs.	165,000	194,200	78,000	47,600
Other grass seed, lbs.....	590,000	455,000	876,000	1,687,800
Flax seed, bu..	3,800	129,400	2,000	19,200
Broom corn, lbs.	592,000	670,900	1,193,000	439,800
Hay, tons.....	24,192	34,182	700	4,129
Flour, bbls.....	758,000	372,492	497,000	430,370

CINCINNATI.—Reported by W. C. Culkins, Supt. of the Chamber of Commerce.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	253,127	145,726	109,299	129,000
Corn, bu.....	676,356	809,110	348,520	247,568
Oats, bu.....	656,562	309,099	448,858	79,353
Barley, bu.....	7,010	2,000	1,235	.....
Rye, bu.....	11,800	14,884	5,234	1,075
Timothy seed, 100-lb. bags..	2,720	1	472	107
Clover seed, 100-lb. bags..	438	400	556	482
Other grass sd., 100-lb. bags..	12,878	3,759	5,051	8,604
Flax seed, 100-lb. bags.....	34	9	.....	40
Broom corn, lbs.	36,700	113,093	5,000	59,674
Hay, tons.....	16,784	7,892	16,105	6,376
Flour, bbls.....	103,321	88,737	79,155	40,658

DETROIT.—Reported by M. S. Donovan, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	162,000	113,000	105,000	5,000
Corn, bu.....	187,800	76,800	59,620	50,420
Oats, bu.....	362,000	191,950	5,250	17,570
Barley, bu.....	5,000	1,200	.....	1,750
Rye, bu.....	11,000	5,000	4,600	.....
Flour, bbls.....	27,200	20,210	33,300	24,080

DULUTH.—Reported by Charles F. MacDonald, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	2,416,336	1,180,240	4,194,209	2,779,819
Corn, bu.....	173,194	7,936	90,712	.....
Oats, bu.....	1,763,607	99,507	1,987,071	1,342,276
Barley, bu.....	956,198	14,236	877,543	59,702
Rye, bu.....	126,104	5,602	120,305	4,184
Flax seed, bu..	806,229	362,134	1,380,811	508,474
Flour, bbls.....	556,000	584,000	621,255	657,650
Flour, product'n	67,595	74,290	.....	.....

INDIANAPOLIS.—Reported by Wm. H. Howard, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	56,000	45,000	4,000	3,000
Corn, bu.....	1,752,000	1,543,000	318,000	125,000
Oats, bu.....	470,000	150,000	77,000	55,000
Rye, bu.....	1,000	.....	.....	.....
Hay, tons, cars.	134	110	.....	.....

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,548,000	436,800	1,670,400	826,800
Corn, bu.....	1,692,500	1,632,500	845,000	1,440,000
Oats, bu.....	520,200	283,900	200,600	265,200
Barley, bu.....	21,000	.....	2,800	.....
Rye, bu.....	16,500	2,200	1,100	2,200
Hay, tons.....	20,112	17,532	582	4,140
Flour, bbls.....	11,000	25,500	162,250	86,000

MILWAUKEE.—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	520,950	502,640	181,509	31,550
Corn, bu.....	1,266,140	1,210,320	586,420	696,311
Oats, bu.....	1,911,600	1,062,800	996,557	656,810
Barley, bu.....	1,445,600	270,400	320,400	72,700
Rye, bu.....	116,600	89,100	77,700	31,482
Tim. seed, lbs..	39,260	5,900	99,135	.....
Clover seed, lbs.	.....	.....	30,000	.....
Flax seed, bu..	14,400	30,000	.....	.....
Hay, tons.....	2,830	3,336	300	360
Flour, bbls.....	179,600	90,330	250,116	267,892

MINNEAPOLIS.—Reported by H. W. Moore, statistician of the Chamber of Commerce.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	6,037,310	3,372,310	1,859,380	2,236,640
Corn, bu.....	602,480	361,140	373,640	271,460
Oats, bu.....	1,165,840	513,760	891,620	641,260
Barley, bu.....	2,099,190	242,840	1,723,810	248,870
Rye, bu.....	186,510	87,050	124,880	61,460
Flax seed, bu..	514,130	439,520	111,560	110,270
Hay, tons.....	2,610	3,420	220	1,010
Flour, bbls.....	54,723	28,274	1,392,114	1,113,632

NEW ORLEANS.—Reported by H. S. Herring, secretary of the Board of Trade.

	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,501,000	5,000	1,240,000	1,000
Corn, bu.....	200,000	236,000	104,000	143,000
Oats, bu.....	334,000	144,000	48,000	2,600
Hay, tons.....	3,528	.....	1,460	.....
Flour, bbls.....	147,000	90,000	85,000	38,000

OMAHA.—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1913.	1912.	1913.	1912.
Wheat, bu.....	1,191,600	303,600	1,441,200
Corn, bu.....	2,175,500	2,320,800	1,570,800
Oats, bu.....	865,300	559,300	790,500
Barley, bu.....	32,200	9,800	981,000
Rye, bu.....	11,300	3,300	27,000
			5,000

PEORIA.—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1913.	1912.	1913.	1912.
Wheat, bu.....	81,600	102,388	31,000
Corn, bu.....	1,169,135	1,110,346	1,138,622
Oats, bu.....	989,075	673,400	1,171,690
Barley, bu.....	257,100	58,315	93,845
Rye, bu.....	22,800	20,400	3,600
Mill Feed, tons.	6,955	2,193	8,565
Seeds, lbs.....	60,000	30,000	120,000
Broom corn, lbs.	.....	30,000	60,000
Hay, tons.....	1,770	2,090	866
Flour, bbls.....	218,700	152,700	189,013
			151,169

PHILADELPHIA.—Reported by Frank E. Marshall, secretary of the Commercial Exchange.

Receipts		Shipments	
1913.	1912.	1913.	1912.
Wheat, bu.....	1,024,840	1,255,720	1,246,094
Corn, bu.....	174,882	166,122	33,600
Oats, bu.....	1,161,179	793,718	152,034
			240,590

Barley, bu.....	53,041	1,000	53,041
Rye, bu.....	800	2,400	.....
Flax seed, bu..	121,905	800	.....
Hay, tons.....	7,399	9,690	.....
Flour, bbls.....	141,172	99,802	61,255
			37,798

SAN FRANCISCO.—Reported by T. C. Friedlander, secretary of the Chamber of Commerce.

Receipts		Shipments	
1913.	1912.	1913.	1912.
Wheat, centals.	355,616	.....	410
Corn, centals...	6,294	.....	500
Oats, centals...	4,278	.....	20
Barley, centals.	139,236	.....	3,277
Rye, centals...	3,365	.....	.....
Flax seed, bu..	350	.....	.....
Broom corn, lbs.	50	.....	.....
Hay, tons.....	13,617	.....	449
Flour, 1/4 bbl..	371,551	.....	78,564

ST. LOUIS.—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Receipts		Shipments	
1913.	1912.	1913.	1912.
Wheat, bu.....	1,219,452	498,379	1,204,250
Corn, bu.....	2,306,750	2,346,970	1,246,350
Oats, bu.....	1,756,100	1,331,100	831,160
Barley, bu.....	46,870	.....	1,250
Rye, bu.....	8,800	4,400	6,820
Bran, sacks....	54,560	68,630	504,130
Hay, tons.....	16,660	17,085	7,045
Flour, bbls.....	251,035	196,365	303,440
			192,985

TRADE NOTES

The Hoopston Gas Engine Company, with a capital stock of \$15,000, has been organized at Hoopston, Ill.

The Carl Anderson Company has been incorporated at Chicago, Ill., to manufacture engines and general power machinery.

Nordyke & Marmon Company of Indianapolis, Ind., have lately added to their sales force Dwight Dill, of Bloomington, Ind.

A new firm, known as the Nelson Grain Saver Company, has been organized at Winnipeg, Man. Its purpose is the manufacture of, and dealing in, all kinds of mechanical and grain-saving devices. The capital stock is \$100,000.

Among recent callers at our office was Harry G. Wolf of the Wolf Company, Chambersburg, Pa. He was accompanied by Mr. Grover of J. H. Grover & Son, millers of Princeton Junction, N. J., and was just returning from a trip to the Pacific Coast.

The National Automatic Scale Company, of West Pullman, Ill., are now using all the available space in their new works for the manufacture of their various types of automatic scales. One of the most popular scales is the Portable Bagger, the efficiency of which has been tried, tested and approved in very many elevators in all sections, but more especially in the southern markets.

An exhibit which was continually crowded by interested spectators, at the recent Millers' Industrial Exposition at Kansas City, Mo., was that of the Anglo-American Mill Company, of Owensboro, Ky. This company had one of their "Midget" marvel mills in constant operation and the flour produced was a surprise to millers who were accustomed to long-system plants. The "Midget" marvel is nothing more nor less than a self-contained 25-barrel roller flour mill. A number of grain elevator owners have investigated the proposition of the Anglo-American Mill Company with the result that they are successfully and profitably operating a "Midget" mill in connection with their regular grain business.

"The Power Problem Solved" is the title of General Catalog No. 21 just issued by the Muncie Oil Engine Company of Muncie, Ind. The catalog is not intended to give a detailed description of any of the company's engines, although it contains numerous handsome illustrations of the various Muncie types. It is rather for the purpose of acquainting the power user with the fact that a perfect oil engine is available, and that the Muncie Oil Engine is guaranteed to operate successfully on some sixteen classes of oils; or in other words, an engine that produces power on cheapest fuels known without any special preparation of the fuels whatsoever. The catalog will be found very interesting as it explains fully the steps leading to the manufacture of a perfect oil engine. It also shows a bird's-eye view of the com-

pany's plant which was enlarged in 1912, with testimonials and illustrations of a number of the Muncie engines in service. It will be mailed on request.

The Witherspoon-Englar Company, Chicago, has just been awarded the contract for the new Michigan Central Railway transfer elevator to be erected at Kensington, Ill., in a new railway yard especially constructed for it. The elevator will be of reinforced concrete and have a storage capacity of 300,000 bushels. The machinery equipment will consist of six receiving legs, two shipping legs, three cleaner legs, two drier legs, two bleacher legs, a 2,500-bushel-per-hour drier, and a No. 2 Reynolds Bleacher. There will be eight hopper scales, 120,000 pounds capacity each, one receiving track and one shipping track will be located on each side of the house. All machinery will be electrically driven. The contractors expect to have the elevator in operation by January 1, 1914.

"The value of an engine is not what it costs in price to get it, but what it is worth to do work for the man who buys it," says Ed. H. Witte, president of the Witte Iron Works of Kansas City, Mo. "The Witte was one of the two or three very first American gasoline engines invented, and it has sustained itself in the market ever since. Each succeeding year has seen its sales increase, especially in those localities where the actual work of the engines could speak for itself. Witte engines are now in use in all parts of the world, thousands upon thousands of them, and at all kinds of work—on farms, in shops, mills, mines and boats. The five-year guarantee and sixty-days free trial privilege upon which Witte engines are sold shows how successfully they have proved their usefulness as reliable, easy-to-understand, and cheap-to-run engines."

George T. Burrell, president of the Burrell Engineering and Construction Company of Chicago, who is at present in Australia by government invitation to visit the wheat districts and inspect their terminals with the view to more modern handling arrangements for grain, gave out the following interview shortly after landing: "Of course, I cannot talk about a scheme to suit Australian conditions until I have seen a wheat center or two, and your facilities for getting rid of it; but a comprehensive scheme would mean the establishment of depots in centers of the wheat-growing lands. As things are at present, you are losing about 5 cents a bushel on sacks, which is, I think, enormous. By adopting the bulk-handling system you would, of course, require no sacks at all. Again, seeing that you are a large wheat-producing country, you ought certainly to be up-to-date. The establishment of a scheme will necessarily prove expensive, but you will save nothing—you will lose—if you delay making a start. Countries which import wheat favor bulk-handled

wheat. They can see what they are receiving, but they can't when they buy it in bags. Australia will take a wise step if it decides to make the change."

The Hess Drier in Buffalo, owned and operated by the Iron Elevator & Transfer Company, demonstrated its usefulness to a very satisfactory degree in handling the salvage from the ruins of the Erie Elevator. Arrangements had been made for drying the salvage, but it was found that the wettest and worst of the damaged grain could not be successfully handled. It was, therefore, sent over to the Iron Elevator and put through the big Hess machine in that plant, which turned it out rapidly and in good condition. The machine was run night and day until the wettest grain was finished.

The Nordyke & Marmon Company of Indianapolis, Ind., have for some time past recognized the need of uniting present fire-proof constructed mill buildings with a line of metal constructed, non-inflammable feed mill, flour and corn mill machinery. In their new catalog, No. 1349, they show illustrations of machines which include elevator lifts, sieve purifiers, bran dusters, meal driers, etc., constructed throughout of non-inflammable material. The company's standard machines have not been redesigned, but all the desirable and noteworthy features of the original machines have been retained, with the use of steel and iron instead of wood in the construction of supporting frames, housings, etc., thereby adding to the durability and greatly reducing the fire hazard. A new catalog, No. 1321, also recently issued, illustrates and describes the company's roller mills, feed mills, and accessories. It comprises some eighty pages which treat fully and comprehensively of this important department of the firm's mill building machinery business. There is besides, a short story of the history and growth of the Nordyke & Marmon Company, its establishment in 1851, and a number of views are given of large and complete Nordyke & Marmon flour mills with full elevator equipments. Each of the new catalogs will be mailed to any interested parties on request.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., has, for the past seventeen years, been handling grain cleaning machines with the double purpose in view of putting out machines that possess merit, and giving people just what they want. That they have been producing a line of machines that have helped their customers make money is evidenced by the larger number of money-making grain elevators and mills of the country that are equipped with Invincible machinery. The full line of these machines is shown in catalog No. 16, which is just off the press, copies of which have been mailed the trade, but the company writes us that if any one has been overlooked in the distribution they will be glad to forward a copy immediately. Commencing with an artistic cover on which is represented an old-fashioned water mill, there follows next the title page, a bird's eye view of the company's complete plant. Then comes handsome half-tones with descriptions of the complete line of Invincible machines for which some hundred and twenty pages are required. In addition to grain cleaners, scourers, separators, etc., the Invincible line of packing machines are also shown, and some of the company's large all steel machines which are designed on precisely the same lines as the famous Invincible wood machines and are especially adapted for buildings requiring all fireproof material.

The first wheat shipment of the new crop season was received at the Baltimore Chamber of Commerce on June 14. It consisted of 104 bushels coming from Lancaster County, Va., and is thought to be the earliest receipt of new Southern wheat on record in the Baltimore market.

There is a shortage of grain bags at northwest Pacific Coast points. It is said that in Washington alone the shortage amounts to 10,000,000 bags. In normal years 52,000,000 bags are ready for the orders of the farmers by the first of July. This includes about 42,000,000 bags imported from Calcutta, and a carry-over and penitentiary output of about 10,000,000 bags. Importers say that there will be only about 33,000,000 Calcutta bags ready for state use this season owing to light orders.



ELEVATOR AND GRAIN NEWS

ILLINOIS

William Wykle is remodeling his elevator at Mahomet, Ill.

Prather & Groves have opened their new elevator at Sherman, Ill.

An addition has been constructed to the elevator at Normandy, Ill.

Wm. Bonslett has practically completed his new elevator at McHenry, Ill.

The Farmers' Elevator Company will build an elevator at Manhattan, Ill.

The Calumet Elevator Company, of Chicago, has filed a notice of dissolution.

Noble Bros. have built a concrete approach to their elevator at Fossil, Ill.

The Farmers' Union Elevator Company is building a new elevator at Stillwell, Ill.

The Neola Elevator Company is building an addition to its house at Davis Junction, Ill.

The Vienna & Belknap Elevator Company, of Vienna, Ill., has filed a notice of dissolution.

The Sullivan Elevator Company plans to build an elevator at Cushman (R. F. D. from Sullivan), Ill.

The Haldane Farmers' Elevator Company, of Haldane, Ill., has increased its capital stock from \$6,000 to \$10,000.

The Farmers' Grain and Supply Company of Warsaw, Ill., has contracted for the erection of a 20,000-bushel elevator.

The Kempton Farmers' Elevator Company has purchased property at Cabery, Ill., on which it will build an elevator.

The Farmers' Elevator Company held its annual meeting at Minonk, Ill., recently and declared a dividend of 9 per cent.

A new elevator is practically complete at Windsor, Ill. The house is fireproof throughout and will be operated by electricity.

L. J. Kailer has purchased the site of the Shellabarger Elevator, which recently burned at Maroa, Ill., and will erect a new fireproof house.

The Farmers' Elevator Company of Meyer, Ill., has decided to build its new elevator a mile west of the elevator at Meyer on the Chicago & Northwestern Railroad.

Thomas Gregg, representing the Usch Company, of Peoria, Ill., recently visited Bondville, Ill., to promote interest in the establishment of an elevator on the Illinois Traction line.

C. J. Bader and O. J. Bader have leased the Dole Elevator at Arlington, Ill., and will operate under the name of the Bader Bros. Elevator Company. O. J. Bader will manage the house.

Treat & Co. have been incorporated at Gays, Ill., with a capital stock of \$15,000, to engage in a general grain business. The incorporators are A. W. Treat, May W. Treat and Henry Walker.

The Baker Farmers' Elevator Company has been incorporated at Baker (R. F. D. from Leland), Ill., with a capital stock of \$8,000. The Farley Elevator at Baker will be taken over by the company.

The Township Line Grain Company has been incorporated at East Lincoln, near Lincoln, Ill., with a capital stock of \$3,000. The incorporators are W. H. Evans, Jacob Jaggi and J. M. Goodpasture.

The Oreana Grain Company has been incorporated at Oreana, Ill., with a capital stock of \$13,600, to deal in grain, feed, hay, straw, etc. The incorporators are M. C. Cooper, John Moothart and Grant Kirby.

Darnall & Spence of McLean, Ill., whose elevator at Waynesville, Ill., burned on June 18, will build a new 25,000-bushel house at once. In the meantime they are conducting business in another elevator at Waynesville.

A farmers' co-operative elevator will be erected at Hayden's Crossing, near Manhattan, Ill., by the Manhattan Grain Company. An effort is being made to secure a spur track from the Wabash road to be laid between Manhattan and Symerton.

Several elevators of the defunct Truby Grain Company, Joliet, Ill., have been sold at auction. The 30,000-bushel house at Minooka, Ill., was purchased by the Minooka Grain Company for \$5,550; Joliet buyers purchased the elevator at Andres (R. F. D.

from Peotone), Ill., for \$7,600, while the house at Caton Farm was taken over by the Plainfield Grain Company, Plainfield, Ill., for \$2,980.

The Shellabarger Elevator at Coles, Ill., has been purchased by Morris & Stone of Mattoon, Ill. The house has a capacity of 50,000 bushels and was formerly the property of the Shellabarger Company of Decatur, Ill. The consideration was \$9,000.

Boughton Bros. have replaced their old gasoline engine in the elevator at Wellington, Ill., with a new 20-horsepower oil engine. They will build a concrete engine house apart from the elevator and a number of new coal sheds will also be added.

The Grain and Supply Company has been incorporated at Neelyville, Ill., with a capital stock of \$4,000, to deal in grain, coal, farming implements, etc. The incorporators are Mathias Aring, William Huffaker, John D. Breckhouse, J. G. Tomhave and O. C. Carter.

J. W. Maher of Oak Hill, Ill., has awarded a contract for the erection of a new elevator with all modern appliances to the Burrell Engineering and Construction Company of Chicago. Work has begun and it is expected that the house will be completed by August 1.

Norris & Co. have taken over the Merritt Elevator at South Chicago, Ill., and will engage in the cash grain trade on a larger scale. The house will be known as the Norris Elevator and Frank W. Hotchkiss and Howard Lipsey have been engaged to take charge of the business.

EASTERN

The Seaconnet Grain Company has been organized at Fall River, Mass.

L. Rodman Nicholas is planning to build a new elevator at Albany, N. Y.

The Fairfield Grain Company has completed its new plant at Waterville, Me.

The Hoosac Valley Coal and Grain Company has built an extension on its building at North Adams, Mass.

W. E. Hunt, of Charlestown, N. H., has purchased the grain and feed store of Rees W. Davies at Greenfield, Mass.

The St. Albans Grain Company, St. Albans, Vt., has awarded a contract for the erection of a 75,000-bushel elevator.

The Wallace Grain Company has taken over a freight house of the New York, New Haven & Hartford Railroad at Clinton, Mass., which will be utilized as a grain house.

IOWA

S. White will erect an elevator at Macksburg, Iowa.

Henry Wahl has practically completed a new elevator at Victor, Iowa.

The Davenport Elevator Company will erect an elevator at Superior, Iowa.

H. J. Candle, of Maryville, Mo., is erecting an elevator at Honey Creek, Iowa.

The old elevator at Stockport, Iowa, has been razed and a new house will replace it.

E. B. Cook is rebuilding his elevator at Wapello, Iowa, that was recently destroyed by fire.

C. H. Tiffany will engage in the wholesale and retail grain and feed business at Waterloo, Iowa.

J. E. Hale recently purchased the East Elevator at Collins, Iowa, from the Huela Elevator Company.

The directors of the Farmers' Elevator Company at Grand Junction, Iowa, have purchased F. J. Harvey's elevator.

C. R. Short recently purchased the elevator which has been operated in connection with the mill at Charles City, Iowa.

The Farmers' Elevator Company has been incorporated at Rands (R. F. D. from Rockwell City), Iowa, and will build an elevator.

The Bowles & Billings Grain Company of Marshalltown, Iowa, has completed its new elevator at Marietta (R. F. D. from Marshalltown).

E. H. Wichelman and Gordon B. Beil of Davenport, Iowa, have taken over the grain commission business of Hamilton & Strickland at Iowa Falls and Parkersburg, Iowa. Mr. Wichelman has been

connected with the Chicago grain firm of Lamson Bros. & Co. in their office at Davenport for the past year. Mr. Strickland will continue to represent the new firm at Parkersburg.

MINNESOTA AND WISCONSIN

The Empire Elevator at Hutchinson, Minn., has been repaired.

An elevator is under course of construction at Brewster, Minn.

The Davenport Elevator Company is building an elevator at Ellsworth, Minn.

Farmers in the vicinity of Myrtle, Minn., are planning to build an elevator.

The Farmers' Grain Company of Bay City, Wis., has purchased and remodeled the old elevator at that place.

An addition has been constructed to the elevator at Freeborn, Minn., and it will be utilized for a feed room.

The Stacks-Kellogg Company has leased the elevator of the Berger-Crittenden Milling Company at Milwaukee, Wis.

The Empire Elevator Company has dismantled its house at Montevideo, Minn., and it will be removed to another station.

The Farmers' Co-operative Elevator Company has been organized at Black River Falls, Wis., with a capital stock of \$20,000.

The Lexington Mill and Elevator Company, Arnold, Wis., has awarded a contract for the erection of a 16,000-bushel elevator.

The board of directors of the Farmers' Elevator Company at Buffalo, Minn., has decided to close up the affairs of the company.

The Benson Grain Company has purchased the site of the St. John Elevator at Heron Lake, Minn., which was recently destroyed by fire.

The stockholders of the Farmers' Co-operative Elevator Company at Ivanhoe, Minn., have traded their house for land near Hedler, Minn.

The directors of the Buffalo Lake Farmers' Elevator Association, Buffalo Lake, Minn., have taken steps to close up the business of the company.

The annual meeting of the Farmers' Co-operative Elevator Company was held at Marshall, Minn., on July 2 and a 20 per cent dividend was declared.

The elevator of the New London Milling Company at Pennock, Minn., has been closed and the manager, T. O. Kiland, has removed to Willmar, Minn.

The Donahue-Stratton Elevator Company, of Milwaukee, Wis., will equip its plant with a drier made by the Hess Warming and Ventilating Company, of Chicago.

The stockholders of the Truman Farmers' Elevator Company, Truman, Minn., held their annual meeting in June and S. A. Smith was re-elected president.

G. P. Sexauer & Son, of Brookings, S. D., have repaired their elevator at Lake Benton, Minn., and will operate houses this year having a total capacity of about 135,000 bushels.

Part of the Skewis elevator at Madelia, Minn., has been torn down and will be removed to the site of the old Farmers' Elevator, where it will be reconstructed and enlarged by the C. S. Christensen Company.

P. C. Kamm & Co., of Milwaukee, Wis., will build a concrete elevator having a capacity of 250,000 bushels. The plant will be operated by electricity and will have a loading and unloading capacity of 25 or 30 cars daily.

The farmers in the vicinity of Neillsville, Wis., have been holding meetings for the purpose of organizing a farmers' co-operative elevator company. George Crothers, J. D. Dwyer, Fred Bruley and others are interested in the proposition. The capital stock will probably be \$20,000.

The Consolidated Elevator Company, Duluth, Minn., has awarded a contract to the Barnett & Record Company of Minneapolis, Minn., for the construction of an addition to Elevator "D." The structure will be of concrete, entailing an expenditure of approximately \$150,000, and will have a storage capacity of about 900,000 bushels, bringing

the total capacity of the elevator up to 2,300,000 bushels. It is planned to have the addition finished by Feb. 1, 1914.

The Red Lake Falls Farmers' Elevator Company, recently incorporated at Red Lake Falls, Minn., has elected the following officers: President, Thos. Whalen; vice-president, Louis Perrault; secretary, J. A. Duffy and treasurer, Ildage Baril.

A farmers' elevator company has been organized at Chokio, Minn., and officers were elected as follows: R. W. Keeler, president; W. J. Foley, vice-president; Peter Ritter, secretary and treasurer, and Thomas Lawler, J. C. Lulman, R. Schmeckpeper and Tollef Hagen, directors. The company plans to purchase a house.

At a recent meeting of the board of directors of the Farmers' Elevator Company at Paynesville, Minn., it was decided not to dispose of the house as had previously been planned, but to continue in business and the following officers were elected: W. C. Miller, president; Wm. Arndt, vice-president; directors, Paul Fishback, O. E. Emerson, Wm. Foreman and F. W. Mantz. The house will be closed for a month and the books will be audited.

WESTERN

Plans are on foot for the erection of another elevator at Box Elder, Mont.

A farmers' co-operative elevator company may be organized at Redstone, Mont.

Roy R. Rankin has purchased a half interest in the grain business of F. Hanas, Jr., at Marysville, Cal.

A 30,000-bushel elevator will be constructed in connection with the Vancouver Flouring Mills at Vancouver, Wash.

The Redmond Union Warehouse Company has installed a 3,000-pound Fairbanks Platform Truck Scale in its house at Redmond, Ore.

D. E. Brown has disposed of his half interest in the Brown & Goodell Elevator Company at Hobson, Mont., to his partner, H. T. Goodell.

The Spokane County Farmers' Union recently held a meeting at Plaza, Wash., and adopted resolutions favoring the handling of grain in bulk.

The Pacific Coast Elevator Company is erecting a new warehouse at Pilot Rock, Ore. The structure is an addition to its present warehouse and will be 22x150 feet in size.

The Bradbrook-Saunders Grain and Lumber Company, formerly located at Bruning, Neb., will erect an elevator at Hysham, Mont. The firm will also add a lumber yard.

Endicott Union Elevator Company has purchased the lease and warehouses of the Kerr-Clifford Company at Endicott, Wash., where it will build a concrete elevator. The purchase price was \$3,000.

The Interior Warehouse Company, which has a number of warehouses throughout Umatilla County, Ore., has sold them to Henry Collins, of Pendleton, Ore., who has had charge of them for several seasons.

The Tacoma Grain Company will soon begin construction work on a six-story warehouse on the waterfront at Tacoma, Wash. The new building will occupy a space 80x100 feet in size and is to be completed by September.

The Farmers' Elevator Company has been incorporated at Deer Lodge, Mont., with a capital stock of \$12,000. The incorporators are Frank Conley, Joseph Whitworth, George H. McMullin, U. S. Spottswood and E. K. Faltz.

The Deer Lodge Grain and Creamery Company, Deer Lodge, Mont., has awarded a contract for the erection of a 32,000-bushel elevator with a warehouse 20x30 feet in size. The plant will cost \$7,900 and the equipment will include a feed mill.

Construction work has commenced on an elevator having a capacity of 100,000 bushels at Fenn (R. F. D. from Grangeville), Idaho, and farmers in the Camas Prairie district assert that they will build a chain of warehouses for the handling of grain in bulk.

The Farmers' Mercantile Elevator Company has been incorporated at Sidney, Mont., with a capital stock of \$10,000. The incorporators are W. A. Hardy, P. M. Anderson, L. A. Hardy, M. L. Benner and George Williams, all of Sidney; Marius Anderson of Ridgeland, and A. R. Braucht of Bennepierre, N. D.

J. W. Raymond, a well known grain buyer of the Northwest, who has been manager for P. J. Fransioli & Co., with headquarters in Spokane, Wash., since 1909, has resigned and is operating independently, having leased a suite of offices in the Paulsen building. He has been succeeded at Spokane by W. L. Wilson, who has been in the main offices of the P. J. Fransioli & Co., at Seattle. Mr. Raymond has been associated with old line grain buying companies in the Inland Empire since 1894, when he took charge of a string of warehouses for the Hamilton-Rourke Grain Company in the Palouse district. Later he was superintendent in eastern Washington

for the Tacoma Grain Company, and 12 years ago, he became division manager for the Puget Sound Warehouse Company, an auxiliary of the Portland Flouring Mills Company.

James Brewer, grain and feed dealer at Olympia, Wash., has leased a feed mill and warehouse now under course of construction. The new building will be used for feed and warehouse purposes while Mr. Brewer's present building will be used for his retail business. The new structure is 40x120 feet in size and 28 feet high in the portion that accommodates the elevators.

The Globe Grain and Milling Company, having headquarters in Los Angeles, Cal., has completed its new concrete and sheet iron warehouse at Whittier, Cal. The building is 50x100 feet in size and, including the site, represents an expenditure of about \$10,000. A coal warehouse will also be built in connection with the new plant. The warehouse has a capacity for storing 20,000 sacks of grain, while three carloads of flour can be stored in the flour department. C. W. Hutchings is the local manager.

OHIO, INDIANA AND MICHIGAN

Ed. Myers will build an elevator at Ney, Ohio.

The L. L. Bundy Company is building an elevator at Vallonia, Ind.

The Goodrich Bros. Hay and Grain Company plans to build an elevator at Muncie, Ind.

The National Elevator Company of Indianapolis, Ind., has filed a notice of dissolution.

John Gienger, of Jeffersonville, Ind., will erect a 10,000-bushel elevator at a cost of \$4,000.

George M. Naugle has taken over the elevator at Dodson (R. F. D. from Brookville), Ohio.

The Farmers' Grain and Supply Company of Camden, Ohio, has installed a new cleaner.

George Leggate has sold his elevator at Bowlsville, Ohio, to C. E. Burns, of Gettysburg, Ohio.

The Sparta Grain Company, Sparta, Mich., has sold its elevator to parties at Grand Rapids, Mich.

James M. Mabry of Cable, Ohio, has purchased the elevator of Howard Townsend at Mingo, Ohio.

A receiver has been appointed for the business of the Wolcottville Elevator Company, Wolcottville, Ind.

The Farmers' Elevator Company at Pinconning, Mich., is enlarging its plant at a cost of about \$10,000.

The Hoytville Grain Company has been incorporated at Hoytville, Ohio, with a capital stock of \$21,000.

Smith Bros. & Velte of Woodland, Mich., have installed a feed grinder and a cob crusher in their elevator.

Andrew Ringlein has disposed of his elevator at Leipsic, Ohio, to the Hirsch Bros. Grain Company of Frankfort, Ind.

The Files-Thomson Company has been incorporated at Indianapolis, Ind., to engage in a grain, feed and flour business.

R. D. Bergin's elevator and coal business at St. Johns, Mich., has been sold to George F. Dimond & Co., of Saginaw, Mich.

Knappen & Case, owners of an elevator at Schoolcraft, Mich., have purchased the elevator at Chamberlain, Mich., from Floyd Burlington.

Willard Viemaster of the firm of Viemaster & Martens, Nashville, Mich., has sold his interest in the elevator at that place to E. V. Barker.

The Irvin T. Fangboner Company, dealers in hay, grain and straw, at Bellevue, Ohio, has increased its capital stock from \$50,000 to \$75,000.

Wm. H. Deniston of the Rochester Elevator, Rochester, Ind., is building a new office and installing a new scale and a 20-horsepower electric motor.

The Northwestern Elevator and Mill Company of Mt. Vernon, Ohio, has installed a roller mill purchased from the Nordyke & Marmon Company of Indianapolis, Ind.

Gardner & Lewis have recently remodeled their elevator at Cottage Grove, Ind., and a No. 6 Monitor Cleaner and a new manlift were included among new machinery installed.

The Reliance Grain Company has been incorporated at Indianapolis, Ind., with a capital stock of \$5,000. The incorporators are John O. Spahr, Carey Jackson and S. B. Loveless.

The Ohio Grain Elevators Company has been incorporated at Milford Center, Ohio, with a capital stock of \$25,000. The incorporators are H. P. Clouse, H. J. Bebout and N. T. Lingenfelter.

The Farmers' Elevator Company has been incorporated at Lacrosse, Ind., with a capital stock of \$10,000. The incorporators are C. H. Tuesburg, John Manna, C. E. Inskeep and others.

Two additional iron tanks have been built at Mt. Vernon, Ohio, in connection with the mill of the Northwestern Elevator and Mill Company, of Toledo and Mt. Vernon. The tanks will be completed

by August 1 and will have a capacity of 75,000 bushels.

The Stafford & Gale Company has been incorporated at Cincinnati, Ohio, with a capital stock of \$10,000, to deal in grain and grain products. The incorporators are J. R. Stafford, P. K. Gale, Charles B. Hill, C. S. Emrich and P. M. Gale.

The Napoleon Grain and Stock Company has been incorporated at Napoleon, Ohio, with a capital stock of \$20,000. The incorporators are L. E. French, F. S. Travis, C. E. Long, John Cordes, Henry Reinke, Chas. A. Denenberg and C. J. Knepley.

Robbers entered the office of the elevator of Tyner & Son at Westport, Ind., recently, and took \$1,072.79 in money and checks. The outer doors of the safe are said to have been unlocked and the robbers had but to pry open the money drawer.

The Farmers' Elevator Company has been incorporated at Laketon, Ind., with a capital stock of \$10,000. The directors are Quincey Earle, Albert Nordman, G. N. Moyer, Jacob Miller, T. Gushard, Charles Schwenk, I. W. Cain and C. A. Mayer.

The W. H. Gardner Grain and Mill Company of Bellevue, Ohio, has sold its elevators at Omar, Franks, Flatrock and Colby, Ohio, to Irvin Fangboner, for a consideration of \$14,000. The company has also sold to Jesse Buckingham and Calvin J. Heyman, its elevator on Kilbourne street in Bellevue, for \$7,500. The directors of the W. H. Gardner Grain and Mill Company will apply the proceeds of the sale of these properties toward the liquidation of the indebtedness of the company. The other elevator at Bellevue and the mill will be retained and operated by the company.

SOUTHERN AND SOUTHWESTERN

The Schloemer Elevator Company is building an elevator at Ketchum, Okla.

The West Fork Milling Company is building an elevator at West Fork, Ark.

Henry Vogt has sold his grain and seed business at Lexington, Ky., to W. P. Richardson.

Frank Kell of Wichita Falls, Texas, has begun the erection of an elevator at Hollister, Okla.

H. S. Lewis and Tom Chapman have leased the elevator of Cole & Sayers at Snyder, Okla.

W. U. Baker has leased the elevator of the Chalfant Grain Company located at Hobart, Okla.

The Moore Grain Company has installed a 100-ton railroad scale in its plant at Chickasha, Okla.

A. J. Mathews has purchased the half interest of J. M. Violet in the Yoakum Grain Company at Yoakum, Texas.

W. A. Hays and Jesse Vandenburg have formed a partnership at Blackwell, Okla., to engage in the grain business.

The Wertz Grain and Elevator Company of Roanoke, Va., has changed its name to the Firebaugh-Pinkard Company.

The Sherman Mill and Grain Company, Sherman, Texas, has filed an amendment changing its name to the Gladney Milling Company.

The Pond Creek Mill and Elevator Company, Pond Creek, Okla., has begun the erection of a new plant to replace the buildings recently burned.

M. Hatch is now sole owner of the property of Hatch & Pyeatt, grain and feed dealers at Anson, Texas, having purchased the interest of Ed Pyeatt.

The Seaboard Air Line has awarded a contract for the erection of a new elevator on Seddon Island near Tampa, Fla. The cost will be approximately \$100,000.

T. F. Gwaltney has purchased the stock of W. H. Lawrence in the Madill Grain and Elevator Company, Madill, Okla., also succeeding Mr. Lawrence as manager.

A charter has been granted to the Lake Charles Grain Company of Lake Charles, La. The capital stock is \$50,000 and the incorporators are R. C. Miller, president, E. O. McCain, secretary, and others.

The River View Milling Company has been incorporated at Norwood, N. C., with a capital stock of \$25,000, to deal in grain, hay, produce and general merchandise. The incorporators are Thomas A. Hathcock and others.

The Grandfield Elevator Company has been incorporated at Grandfield, Okla., with a capital stock of \$5,000. The incorporators are R. L. Owen and U. S. Brasswell of Grandfield, and R. I. Helton of Enid, Okla. The company is building an elevator.

The Elmendorf Coal and Feed Company, Lexington, Ky., has completed a reinforced steel and concrete elevator with bin capacity for 100,000 bushels. In addition to receiving scales, there is a 100-ton track scale and also a Richardson Automatic Sacking Scale. The other equipment includes a car puller, corn sheller, grain cleaner, two roller mills, one for meal and one for oats, a corn grader, belter and one 50-horsepower motor and one 25-horsepower motor. All the conveying machinery and legs are of steel and the building is practically fireproof.

There is also a five-story brick warehouse adjoining for baled hay, straw and sacked feed. The company conducts a wholesale and retail grain, hay, feed and coal business.

It is anticipated that the new concrete, fireproof elevator now under construction for the Mountain City Milling Company at Chattanooga, Tenn., will be completed this month. The entire investment is estimated at \$75,000. The Witherspoon-Englar Company of Chicago, has the contract for the construction.

MISSOURI, KANSAS AND NEBRASKA

A. W. Riness plans to build an elevator at Elba, Neb.

Scrubby Bros., of Chillicothe, Mo., will enlarge their elevator.

The Farmers' Union will build an elevator at Zurich, Kan.

A farmers' elevator company is being organized at Silver Creek, Neb.

The Ellermeer Elevator at Plymouth, Neb., has been rebuilt and enlarged.

The Schreiber Hay and Grain Company will erect a new warehouse at St. Joseph, Mo.

The Kelley Elevator at Hazleton, Kan., has been taken over by E. A. Jones, of Burlington, Okla.

Elliott & Meyers of Superior, Neb., are considering the building of an addition to their elevator.

Farmers in the vicinity of Nebraska City, Neb., are preparing to form a farmers' elevator company.

Albert Burruss has leased the Delaney Elevator at Hebron, Neb., formerly operated by Joseph West.

C. W. Hevner, of Franklin, Neb., has sold his elevator and grain business to a Mr. Rice, of Bird City, Kan.

The Kiro Mercantile Company, of Topeka, Kan., has installed a scale, costing \$1,000, in its elevator.

The Farmers' Grain and Supply Company has been incorporated at Ray, Kan., with a capital stock of \$3,600.

A. Moseman has taken over the elevator and lumber business of the McCaul-Webster Company at Lyons, Neb.

An elevator company is being formed at Salisbury, Mo., capitalized at about \$20,000, to take over T. E. Leach's elevator.

John McQuillen has sold his elevator business at Ponca, Neb., to A. H. Hillus, and will go west owing to the illness of his wife.

The Slater Mill and Elevator Company, of Slater, Mo., will install an employees' elevator secured from the Wolf Company, of Chambersburg, Pa.

The Halstead Milling and Elevator Company, of Halstead, Kan., has increased the size of its boiler house and a new boiler has been installed.

The Farmers' Elevator Company has been incorporated at Ulrich, Mo., with a capital stock of \$4,000. The incorporators are E. W. Hall, W. B. Collins and C. D. Hill.

The business of the Anchor Grain Company at Ponca, Neb., has been purchased by Charles Eyler, who for some time has been the company's representative at that place.

The Farmers' Co-operative Association has been incorporated at Oketo, Kan., with a capital stock of \$15,000. The incorporators are C. L. Welley of Liberty, Neb., and others.

The Farmers' Elevator Company has been incorporated at Salisbury, Mo., with a capital stock of \$15,000. The incorporators are Henry Kessig, W. D. Wilson and Louis Glasson.

Edward Wood, of Minneapolis, Kan., has formed a partnership with C. E. Robinson, of the Robinson Grain Company, Salina, Kan., and will engage in business in the Wood Elevator.

The Farmers' Grain and Stock Company of Scribner, Neb., has sold its elevator and lumber business to the Farmers' Co-operative Mercantile Company and possession was given on June 16.

The Rodgers & Dockstader Grain Company is rebuilding the elevator at Beloit, Kan., which it recently took over from A. T. Rodgers, and when completed the house will have a capacity of 60,000 bushels.

The elevator at Millerton, Kan., has been purchased by C. C. Smith, of Conway Springs, Kan., who is dismantling the house and will erect a new one in its place. Mr. Smith is interested in the grain business at Milton and Conway Springs.

The Muscotah Grange Elevator Company has been incorporated at Muscotah, Kan., with a capital stock of \$10,000. The incorporators are J. L. Armstrong, T. F. Ryan, J. Q. A. Miller, H. M. Foster, W. R. Miller of Muscotah, and C. L. Ballen and P. G. Hartley of Horton.

At the annual meeting of the Farmers' Grain, Fuel and Livestock Company at Larned, Kan., it was announced that the stock had earned 28½ per cent and a cash dividend of 15 per cent was paid. All

officers were re-elected and Roy French was continued as manager.

A charter has been granted to the Hutchinson Terminal Elevator Company, Hutchinson, Kan., which is capitalized at \$30,000. The incorporators are F. E. Hipple, Eugene Hipple, F. J. Hipple and others.

The Hall-Baker Grain Company has leased the Kansas-Missouri Elevator at Kansas City. The house was formerly operated by this company, but recently the Missouri Pacific Railroad, which owns the property, has been operating the plant. The structure has a capacity of 1,000,000 bushels.

THE DAKOTAS

James Whelan is remodeling his elevator at St. Thomas, N. D.

J. C. Pigeley has purchased the Morrison Elevator at Springfield, S. D.

The Farmers' Equity Exchange will build an elevator at Leith, N. D.

The Equity people are planning to build another elevator at LaMoure, N. D.

The Anchor Elevator Company, of Munich, N. D., expects to build an elevator.

J. J. Mullaney has purchased the elevator of J. P. Schaller & Co., at Canastota, S. D.

The Woodworth Elevator at Fordville, N. D., has been sold to P. L. Solberg and Ole A. Haug.

The Empire Elevator Company, of Minneapolis, Minn., is building an elevator at Regent, N. D.

A contract has been awarded for the erection of a 30,000-bushel elevator at Nortonville (R. F. D. from Alfred), N. D., costing \$5,800.

The Farmers' Elevator Company, of Plankinton, S. D., will demolish its old elevator and replace it with a new 30,000-bushel house.

The Mott Equity Exchange has decided to either build or buy an elevator at Mott, N. D., on the Chicago, Milwaukee & Puget Sound Railroad.

The Minnetonka Elevator Company has purchased the elevators at Glenfield and Juanita, N. D., formerly owned by the Imperial Elevator Company.

The Mott Equity Elevator Company, capitalized at \$25,000, has filed articles of incorporation at Mott, N. D. Adam Kelsch, John J. Hjerber and others are directors.

The Medberry Elevator Company has been incorporated at Medberry, N. D., with a capital stock of \$10,000. The directors are W. C. Sanborn, W. H. Long and T. Martin.

The Farmers' Elevator Company of Frankfort, S. D., is contemplating the erection of an elevator on a site adjacent to the Atlas Elevator now occupied by the company.

The Grant Elevator Company has been incorporated at Rugby, N. D., with a capital stock of \$25,000. The directors are W. A. Hamilton, Elling Ellingson and Grant Carter.

The directors of the recently incorporated Farmers' Co-operative Company at Brookings, S. D., have decided to build an elevator and G. N. Kennard was appointed to secure a site.

The Farmers' Elevator Company has been incorporated at Colfax, N. D., with a capital stock of \$10,000. The incorporators are E. L. Thoe, J. L. Hudson and Fred Dichraff.

The Farmers' Elevator Company has been incorporated at Bentley, N. D., with a capital stock of \$25,000. The incorporators are Adam Kelsch, John J. Huber and F. L. Hunkler.

M. Booky has purchased the elevator of the Dickinson Roller Mill Company at Dickinson, N. D., and takes possession on July 20. W. C. Goebel, the present manager, will remain with the new owner.

The Farmers' Elevator Company has been incorporated at Sheldon, N. D., with a capital stock of \$10,000. The directors are William Allen, L. L. Tregloan, Samuel Breaw, H. W. Douglas, J. R. Newton and George Lillcrap.

The Atlantic Elevator at Lankin, N. D., has been purchased by the Ruzicka Elevator Company, a firm composed of Jerome Ruzicka, C. Zeman, Frank Rodney, Thomas Machart, Frank Lala and J. H. Vorachek. The house will be managed by Mr. Ruzicka. The company recently incorporated with a capital stock of \$25,000.

The stockholders of the Wilton Elevator Company, Wilton, N. D., have decided to build an elevator at Still, a station six miles east of Wilton on the Pingree-Wilton road. A. T. Anderson, C. P. Anderson, Albin Hedstrom, H. T. Anderson, John H. Noon, J. L. Lambert and John A. Johnson were appointed to solicit stock and make building arrangements.

The Farmers' Elevator Company, of Doland, S. D., held its fourth annual meeting on June 28, and the entire board of directors was re-elected. They are as follows: George Shumway, A. J. Levsen, Herman Hahn, Park Pettis, A. R. Fryer, Fred Paul and C. M. Bell. W. T. Giese was also retained as

manager. A dividend of \$9,702 was divided among the stockholders. Among other topics discussed at the meeting was the need of an annex and the benefits of a cleaner.

CANADIAN

A. Erne's elevator at Swift Current, Sask., will be taken down and removed to Webb, Sask.

The Imperial Elevator Company, of Winnipeg, Man., is adding to the capacity of its elevator plant.

The Saskatchewan Elevator Company has been incorporated at Cantaur, Sask., and will build an elevator.

The Co-operative Elevator at Lydden, Sask., has been completed and will have a capacity of 30,000 bushels.

The Dominion government has awarded a contract for dredging a slip to the government elevator at Port Arthur, Ont.

Peter Penner of Dalmeny, Sask., has taken the position of manager of the British America Elevator Company at Laird, Sask.

The Board of Trade at Manville, Alta., has made arrangements with investors who will build an elevator and small flour mill.

A branch of the Saskatchewan Co-operative Elevator Company has been organized at Elbow, Sask., and an elevator will be erected at once.

The Dominion Elevator Company, Ltd., will erect an elevator at G. C. Smith's siding on the Canadian Northern Railroad at Boissevain, Man.

C. B. McNeil, representing James Richardson & Sons, of Winnipeg, Man., has been at Outlook, Sask., investigating suitable sites for elevators for his company.

A corn elevator, having a capacity of 1,000,000 bushels, will be erected at Port Arthur, Ont., this summer, by capitalists interested in the Edwardsburg Starch Company.

It is reported that the grain growers in the vicinity of Regina, Sask., will petition the Canadian government to build a terminal elevator there, in addition to those to be erected at Moose Jaw and Saskatoon.

Davidson & Smith, of Fort William, Ont., have awarded a contract to the Barnett-McQueen Company, Ltd., for the erection of their new elevator at Port Arthur, Ont., the cost of the work to be approximately \$358,000.

Work is progressing on the addition to the elevator of the Grand Trunk Railroad at Montreal, Que. It is being constructed entirely of concrete and will increase the capacity of the house to 1,000,000 bushels. The house will not be ready for use this season although work is under way night and day.

The Benson-Newhouse-Stabeck Company, Ltd., has been incorporated at Winnipeg, Man., to engage in the grain business. The incorporators are Edward Ross Anderson, Duluth, Minn.; Frank O. Gold, Henry Norman Stabeck, Patterson Oscar Heide, Frank O. Orth, Benjamin Franklin Benson and Oliver Theodore Newhouse, all of Minneapolis, Minn.

The Saskatchewan & Western Elevator Company, Ltd., of Moose Jaw, Sask., is increasing the capacity of its plants and will have 25 elevators in operation by September capable of handling 3,000,000 bushels. At present it has but 19 houses. The Southern Elevator Company, Ltd., of Moose Jaw, will have nine houses in operation by fall, and contemplates building more elevators.

It is probable that the contract for the interior elevators to be erected at Saskatoon and Moose Jaw, Sask., by the Canadian Government will be awarded by August 1. Commissioner W. D. Staples, of the Dominion Grain Board, has closed negotiations in Saskatoon with officials of the Canadian Pacific, Canadian Northern and the Grand Trunk Pacific railroads for the laying of spur tracks to the site selected for the elevator. He also had a conference with the Industrial League, Ltd., and made arrangements for right-of-way over the Industrial Site Transfer Railway.

The Grain Growers' Grain Company, Ltd., Winnipeg, Man., has taken over the cleaning elevator of Davidson & Smith at Fort William, Ont. The house has a capacity of 100,000 bushels and the consideration is said to have been \$130,000. Davidson & Smith are removing their plant to Port Arthur, Ont. President Crerar of the Grain Growers' Grain Company, Ltd., has also announced that it will augment its leased system of internal elevators in Manitoba by the erection of two new houses this year, one at Mobile and the other at Lavinia. With a present internal storage capacity of 5,000,000 bushels and terminal capacity in excess of 2,500,000 bushels, the company will, with the additional capacity built and purchased this year, have a total capacity in western Canada of approximately 8,000,000 bushels. The elevators controlled by the company by lease are the Canadian Pacific Railroad terminal structures at Fort William known as elevators "B" and "E," and those, 175 in number, rented from the Manitoba Government, having a capacity of 5,000,000 bushels.

[Special Correspondence.]

NEWS FROM CINCINNATI

BY JOHN S. DOBBS.

Local dealers are making preparations for the early arrival of new wheat, which is expected to come forward in great volume and to be of excellent quality. The first car of new wheat arrived on July 7 and graded No. 2 red, testing 59 pounds, and sold at 91 cents.

* * *

Millers in the South who take great pride in keeping up their established standards of flour, made from pure soft winter wheat, were compelled to grind hard wheat during the greater portion of last year and this did not give satisfaction to the millers nor their customers. These millers are expected to come into the market and lay in heavy supplies of the new wheat, which can be purchased at about 90 cents Cincinnati, and it is expected that large quantities will move direct from the thresher and that the railroads and local elevators will be taxed to capacity during July and August.

* * *

The local grain and hay trade is now established in the new quarters in the Union Central Life Ins. Bldg., and can boast of the finest trading floor in the United States. Two entire floors of this new thirty-four story building are now being occupied by the Cincinnati Chamber of Commerce. The furniture is new and the building is the most modern in the country, and one of the show places of the city. Many dealers have rented offices in the new building and all of these have selected places between the twenty-fourth and twenty-eighth floors.

* * *

The Ferger Grain Company is completing what will prove to be the largest hay warehouse in the state.

* * *

The market is glutted with unsound hay, which is extremely hard to sell, but there is an excellent demand for timothy that will grade standard or better and fancy prices are being paid for this good stock.

[Special Correspondence.]

TOLEDO GRAIN NEWS

BY E. F. BAKER.

The first carload of new wheat arrived on the Toledo market on July 9, and was of the finest quality, running straight 60 pounds to the bushel, 58 pounds being the required amount to bring the wheat up to standard. The wheat crop has been more than satisfactory this season thus compensating for the disappointment of last year. The weather has been splendid for threshing, and it is hoped to get all the wheat of this section under cover before weather conditions change.

The hay crop through northern Ohio and southern Michigan harvested about 25 per cent less than last season, due to the extremely dry weather which in some sections practically burned the crop up. Owing to the campaign instituted here by the Toledo Commerce Club more alfalfa was grown than ever before in this section, and the test proved wholly satisfactory as proving that alfalfa is a better and more profitable crop for this section than timothy, which has heretofore been the strong feature of hay raising in this section.

Despite the extremely dry weather corn is said, by grain men who have taken trips through northwestern Ohio, to be looking splendid and prospects are for a splendid crop. Oats are also in fine shape. There is little demand at present for cash wheat and, although cash wheat has been ruling 95 and 96 cents here, the carload of new wheat which came in here yesterday went begging for a purchaser at 91 cents. It is explained that while the wheat stocks here are pretty well used up millers are not quite ready to handle the new crop, but when the grain commences to come in more freely next week the buying will be on a different basis, and the demand will be good. The supply of No. 2 spring wheat is practically exhausted.

* * *

There is no complaint relative to traffic conditions here, but the grain movement is still very light, which may in a sense account for the free movement. Nevertheless the railroads are in much better shape than they were last season when the congestion was great. It is predicted also that there will be congestion in elevators this season as was true last year. The elevator service is much better than it was a couple of years ago when grainmen were at a loss to know what to do with the grain.

The decision of the Interstate Commerce Commission in the celebrated case brought by Toledo dealers against various railroads, in favor of the grain dealers will be of vast benefit to Toledo and make this a much stronger market than it has ever been for grain interests. The Vandalia railroad will also open up the Indiana fields, while the readjustment of rates will make it possible for Toledo to handle grain from Indiana, Illinois and Michigan points in a profitable manner, which under the old rates was impossible.

The detailed report of the Interstate Commerce Commission is expected to arrive within a few days and it is hoped by Toledo dealers that the rates will be equalized through and through. It is believed that under the new ruling Toledo will take precedence as a grain market over Buffalo, which is now the gateway for practically all the lake and rail grain shipments from Duluth and contiguous Northwest territory. When the new rate goes into effect it is probable that a radical change will be made in the routing of Duluth grain and the Hocking Valley and Chesapeake & Ohio Railroads will be the carriers most benefited. The rail and water transportation maps show that the haul between Duluth and Newport News, Va., via Toledo and the two railroads mentioned is considerably shorter than the mileage between Duluth and Buffalo. The order of the Interstate Commerce Commission directs the carriers to establish through rates with transit at Toledo to cover the movement of grain and grain products by all reasonably direct routes to points in the East; to establish in the relation of 78 from Toledo to 60 from Buffalo, domestic and export rates on lake grain forwarded from Toledo to New York, and to adjust the export rates on grain and flour to New York on a basis of 78 for Toledo to 60 for Buffalo.

* * *

Mill feed has been in excellent demand for some time past and farmers have been buying actively and storing against a prospective lack of winter feeding.

Toledo grain dealers are calling attention to the fact that Toledo storage rates are considerably less than those of other cities. For instance the charge in Toledo for elevation and first ten days' storage is one-half cent per bushel and for each additional day one-fortieth cent per bushel. Chicago's rate is one cent per bushel for elevation and first ten days and one-thirtieth cent per bushel for succeeding days. St. Louis' charge is equal to that of Chicago and charge for each additional ten days or part thereof is three-eighths cent per bushel. This makes storage and elevation charges in Toledo for a month one cent per bushel, while Chicago's is one and two-thirds cents and St. Louis' is one and three-quarters cents.

Cash wheat was quoted today at 96 cents, cash corn at 63¼ and cash oats at 41¼ cents.

* * *

The large hay barn belonging to Raymond P. Lipe, Toledo hay dealer, located on Orr street, burned to the ground with its contents, Wednesday evening. The loss amounted to \$20,000 and was covered by insurance. It is believed that the building was set on fire by tramps.

* * *

The Crumbaugh-Kuehn Company will consolidate its offices and warehouse under one roof at 20-22-24 South Ontario street. The new building has a 60 ft. frontage, is 120 feet deep and two stories high.

* * *

E. L. Southworth, the well-known grain dealer, will build a bungalow to cost \$10,000 on Broadway. According to the plans this will be one of the most modern and pretentious in the city.

* * *

Kenton Keilholtz, of the E. L. Southworth Co., has been spending a few days in New York City.

* * *

The rich marsh lands of Hardin County are reported to be invaded with an army of cutworms which have been doing considerable damage to corn and other crops. J. B. Stambaugh, of Ada, Ohio, has originated a plan of catching the worms by lantern light at night, as the damage is done chiefly in the hours of darkness.

* * *

Toledo seed dealers who attended the meeting of the Wholesale Grass Seed Dealers' Association and the American Seed Trade Association at Cleveland recently were John A. Smith of the S. W. Flower Company; Frank W. Annin, of the W. H. Moorehouse Seed Company; Fred W. Jaeger, of J. F. Zahm & Co., and W. T. Phillips, of the Phillips Seed Company.

* * *

H. B. Clark, of Hancock County, broke the dearth of farm hands in a unique manner last week. He inserted an advertisement in the local newspapers for a plow hand offering a riding cultivator with sun umbrella, ice water and ice cream. He was fairly overrun with applicants for the job. "In fact," said Mr. Clark, "enough men applied for my job to plow all the corn in Pleasant Township in a day."

* * *

Robert Burge, father of Radford L. Burge, president of the Toledo Field Seed Company, and Charles S. Burge, treasurer of the S. W. Flower Seed and Grain Company, died recently at the age of 69 years, at Mineral Springs, O., where he had gone in search of health.

* * *

The Napoleon Grain and Stock Company, with \$20,000 capital stock, has been incorporated by S. J. Knepley, John Danneberg, John Cordes, Henry Reinke, C. R. Long, F. S. Travis and L. E. French.

[Special Correspondence.]

PHILADELPHIA LETTER

BY E. R. SIEWERS.

The North American Export Grain Association, with its extensive and influential membership, is beginning to accomplish substantial results, and as a newly organized trade organization it is destined to be one of the most important factors in the grain trade of the country. "Comparisons are always odious" (sometimes odorous)—especially with reference to the old style contracts, and bills of lading and shipping manifests for grain and flour going abroad to foreign countries, in the old days of sailing vessels. These not only had a long time limit, with many weeks and often months of waiting, but the contract concluded with an earnest prayer that the ship and its cargo under the guidance of Heaven, and with Providence permitting, would buffet successfully all of the ocean storms and eventually arrive in the foreign harbors in safe and sound condition.

Now that we have steam, telegraph cables, wireless telegraphy and all up to date methods, things in general relating to the export grain trade have fallen into up-to-date, prompt and more satisfactory business lines, and it will not be necessary for grain merchants of this country to go out of business, before they get returns for their shipments of grain to European countries. Quick payments and new ideas are to prevail.

This is strikingly illustrated by the official information just received from the headquarters of The North American Export Grain Association, that a representative committee of this organization have reached the British shores for a final conference for the purpose of adjusting new terms of settlement. The delegates are George S. Jackson, a member of the exporting grain firm of Gill and Fisher, Baltimore, Md., and A. P. Stuart of the British Empire Grain Co., of Montreal, on account of press of business, was unable to join the party as originally intended. The steamships *Kaiserin Augusta Victoria* and *Olympic*, carried the representatives. They will hold a conference with the London Corn Trade Association, and the Liverpool Corn Trade Association, and other similar organizations which control the entire foreign grain business.

* * *

Everything about this port looks toward the strenuous pushing of the rivers and harbor work to be ready in time for the expected big trade via the Panama Canal route.

* * *

One of the most extensive improvements along the river fronts which is interesting the grain men is the construction of the large modern elevator by the Pennsylvania Railroad Company at Girard Point, and Chief Engineer Shands is having the mammoth plant of steel and concrete hurried forward to be ready for an early opening. At present huge frameworks of steel have arisen into the air, and when these are completed the reinforced concrete work will begin with a rush and make rapid headway. Three of the largest ocean steamers can be loaded at the same time, and one hundred and fifty car loads of grain can be placed in the big elevator within twenty-four hours. The elevator dimensions will be 300 by 150 feet, and those in charge of the work maintain that when completed the entire establishment will be the finest elevator of its class in the country.

* * *

J. W. Sparks & Co., with offices at the southeast section of the main floor of the Bourse, have become members of the Commercial Exchange.

* * *

William P. Brazer, the eastern representative here of Finley Barrell & Co., of Chicago, received the first shipment of new wheat, this being 1,000 bushels from Delaware received on July 7.

* * *

H. J. and J. P. McGarry, with M. J. Campbell, three of the best flour and feed salesmen in this vicinity, for years associated with the Fairbanks, Shane Brothers and Ceresota Milling companies have just entered into a co-partnership and opened headquarters in 323 Bourse Building, already representing several prominent mills of the West.

* * *

Isaac Stout Stover, the well known grain broker, has returned to 'change after a three weeks' wedding tour, to Niagara Falls, and the Seaports, "way down in Maine," and with his bride is occupying their Oak Lane home.

* * *

Chief Inspector Captain John O. Foering, after his return from Gettysburg, entertained his friend, Captain A. H. Creigh of Los Angeles, Cal., a survivor of the 147th Pennsylvania Regiment, who accompanied him here.

* * *

The city and the Pennsylvania and Baltimore & Ohio Railroads have finally agreed to expend \$18,759,000 upon a great plan of port improvements. The Belt Line is to remain intact and open to all railroads and 4,000 acres of waste land along the river front are to be at once improved.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

LARGE CROP OF KANSAS WHEAT.

Editor American Grain Trade: Please stop my "For Sale" ad for the present. We are harvesting the largest crop of good wheat ever grown here and I consider the property off the market for the time being.

Very truly yours, J. JACOBSON.
Formoso, Kan.

CORN AND WHEAT DOING WELL IN OHIO.

Editor American Grain Trade: Farmers report wheat of very good quality and fair quantity. Was mostly all cut by July 4. Corn doing fine so far. Oats not quite so well.

Very truly yours,
THE BAKHAWES AND KUENZEL COMPANY.
New Bremen, Ohio.

RAIN MAY HURT TEXAS GRAIN.

Editor American Grain Trade: We are having heavy rains all over Texas now, and there will be no threshing done until the middle of next week, if the weather should be fair. It is raining here now (July 3) with no prospects for fair weather. If this rain lasts a few days longer, grain in the shock will be ruined. We estimate that 40 per cent of Texas grain is threshed.

Very truly yours,
CELINA MILL AND ELEVATOR COMPANY
Celina, Texas.

LIGHT SEED CROP AT ST. LOUIS

Editor American Grain Trade: The weather was so dry during May and June that the grass could not attain full growth in the vicinity of St. Louis. Consequently a light crop of seed was gathered.

The timothy and redtop crop which ripen seed a month later, or about July 15, may also be deficient in the same droughty region. Wheat and rye did not seem to suffer. Oats are deficient.

Yours very truly,
CHARLES E. PRUNTY.
St. Louis, Mo.

BEST CONVENTION REPORT

Editor American Grain Trade: I got home Saturday afternoon from an all week's trip in the western part of the state and yesterday read the report of the convention in the June issue of your very valuable journal.

I don't know who prepared the report, but let me say that I think it is the very best you have ever printed. It is a complete and connected account of the proceedings of the meeting.

Very truly yours, S. W. STRONG,
Secretary, Illinois Grain Dealers' Association.
Urbana, Ill.

LIGHTNING STRIKES ELEVATOR

Editor American Grain Trade: Referring to the reported burning of my elevator, I wish to state that there was no damage done to elevator, but lightning ran into power-house at elevator and completely burned out the motor and caused fire in power-house, doing other damage by burning tools and some timbers and supports to the extent of about \$400.

Owing, however, to the power-house being constructed of concrete and brick it prevented the spreading of the fire, and when discovered it was soon extinguished. The fire occurred on the night of June 28, and loss is covered by insurance, with the exception of damage done to motor.

Yours truly,
F. R. LUDWIG.
Champaign, Ill.

CHANGE IN INDIANA GRAIN COMPANY

Editor American Grain Trade:—On account of the death of Mr. Studabaker, which recently occurred, making necessary the settlement of all of his affairs, the firm of John Studabaker & Son is to be re-organized and on July 1st a new corporation put out its shingle for business under the name of the Studabaker Grain & Seed Co.

Mr. Sale, who for so many years was connected with Mr. Studabaker in the grain business, will again become interested. David E. Studabaker, who has likewise been with his father in business practically all his life, will retire from active busi-

ness relations, retaining, however, an interest by taking stock in the new corporation.

Yours truly,
H. H. DEAM.
Bluffton, Ind.

THE AUTOMATIC SCALE QUESTION

Editor American Grain Trade: The article by Mr. A. E. Schuyler, published in your issue of May 15, relative to automatic scales, is timely, coming, as it does, at a time when the automatic scale agents, all over the country, are vying with each other, each claiming to represent the most automatic scale.

That the name "Automatic" is a misnomer, when accepted as literally as some of the operators of automatic scales accept it, has been demonstrated time and again. Only recently a case came to my notice where an automatic scale, installed over a year ago, had not been balanced nor had its compensating weight been adjusted during all that time, although the scale was in daily use and was used to weigh corn, oats and wheat.

I quite agree with all that Mr. Schuyler has to say about the impossibility of setting the compensating weight of one of these scales in ten seconds, also that the automatic scale needs considerable attention all during its operation and, further, that the proper location for an automatic scale is not in the cupola of the elevator, unless provision is made for the continuous and regular "feeding" of the scale. Intermittent feeding causes considerable variation and "correct" weights are improbable, if not impossible.

It is the writer's experience that not one out of ten automatic scale operators have the necessary

instruction and information which would enable them to care for and adjust their scales in proper manner.

Yours truly, J. A. SCHMITZ,
Chicago, Ill. Supervisor & Scale Inspector.

OHIO WHEAT MOVEMENT AT HAND.

Editor American Grain Trade: Farmers are extremely busy and in consequence the movement of grain is very light. There is every evidence of an exceptionally good crop of wheat in this section, which will be moving by the 20th of the month.

Yours very truly,
A. T. WARD.
Fostoria, Ohio.

GREETINGS FROM AN OLD FRIEND.

Editor American Grain Trade: The writer recently has been made manager of the New York plant of Spencer Kellogg & Sons, Inc. Please have his address changed on the subscription list. Greetings to all from one who values your friendship and appreciates the assistance you and your valued paper have rendered in the past.

Very truly yours,
JOHN D. SHANAHAN.
Hudson Heights, N. J.

ATTRACTIVE GRAIN JOURNAL

Editor American Grain Trade:—I have just seen a copy of the "American Elevator and Grain Trade" for May, and want to thank you for your article on the Missouri State Grain Inspection and Weighing Department and the prominence given me in same.

As an old newspaper man, I congratulate the company on the excellent grain journal you are publishing. It is an interesting and attractive trade journal.

Yours truly,
JAMES T. BRADSHAW,
State Warehouse Commissioner.
Kansas City, Mo.

ASSOCIATIONS

THE CONVENTION CALENDAR

July 29.—Tri-State Grain Producers' and Dealers' Association at Toledo, Ohio. Headquarters Boody House.

July 30 and 31.—Michigan Hay and Grain Dealers' Association at Flint, Mich.

August 1 and 2.—New York State Hay Dealers' Association at Syracuse, N. Y.

October 14, 15 and 16.—Grain Dealers' National Association at New Orleans, La.

TRI-STATE GRAIN PRODUCERS' AND DEALERS' ASSOCIATION

A general conference of the Tri-State Grain Producers' and Dealers' Association will be held in Toledo, Ohio, on Tuesday, July 29, at the Boody House, and it is expected that there will be a large attendance. On July 9, the old Middle Ohio Association held a meeting at Marion, Ohio, and voted unanimously to dissolve the organization, and a new body was formed to be affiliated with the Tri-State Grain Producers' and Dealers' Association. This includes fourteen counties as follows: Hardin, Union, Marion, Delaware, Wyandot, Seneca, Sandusky, Huron, Crawford, Richland, Ashland, Morrow, Knox and Wayne.

MANAGERS OF FARMERS' CO-OPERATIVE COMPANIES MEET AT MILWAUKEE

The second annual convention of the National Association of Managers of Farmers' Co-operative Companies was held at Milwaukee, Wis., June 26, 27, 28. The attendance was not as large as expected, but the Northwest was well represented, and a number of Chicago grain firms sent men from that city.

An interesting program was carried out, the subjects for the most part dealing with the financial side of the co-operative movement, with the idea of seeking for the underlying causes of failures and success of companies. Considerable attention was also given to the need of, and the progress of co-operation among farmers in the grain states, while functions of grain exchanges and their value to the co-operative companies was also featured by prominent speakers.

A few of the principal speakers were P. P. Donahue, president of the Milwaukee Chamber of Commerce; John G. McHugh, secretary of the Chamber

of Commerce, Minneapolis, Minn.; J. C. F. Merrill, secretary Chicago Board of Trade and president Council of Grain Exchanges, Chicago; Wallace M. Bell, Milwaukee; Dr. J. W. Duvel, Department of Agriculture, Washington, D. C.; Chas. J. Brand, Chief of Markets, Department of Agriculture, Washington, D. C.; Bert Ball, secretary Crop Improvement Committee, Council of Grain Exchanges.

Officers were elected as follows: President, Jesse Simpson, Danvers, Ill.; vice president, S. W. Unkenholz, Mandan, N. D.; secretary, Iver S. Henjum, Hartford, S. D.; treasurer, W. J. Hunt, Cavour, S. D.

The entertaining of the guests was done in a very elaborate manner and included a banquet on Thursday evening and lake ride on one of the Pere Marquette Railway's large ferry boats on Saturday afternoon. The local entertainment committee consisted of W. A. Hottenson, chairman; L. L. Runkel, J. J. Crandall, H. H. Peterson, H. M. Stratton, A. R. Taylor, C. F. Glavin and M. H. Potter.

An exhibit of grain and farm machinery was held in a room adjacent to the convention hall, which, although not large, was visited by all the delegates to the meeting.

ASSOCIATION BRIEFS

At a meeting of the grain dealers of the Solomon-Beloit District of the Kansas Grain Dealers' Association, held at Minneapolis, Kan., recently, the following officers were elected: President, W. C. Brown, of Beloit, and secretary, E. J. Smiley, of Topeka. The object of the meeting was to discuss means for reforming the wheat inspection system of Kansas and Nebraska.

A number of local grain trade conferences are being held in Ohio and Indiana under the auspices of the Tri-State Grain Producers' and Dealers' Association, prior to the movement of the crops.

G. J. Gibbs, secretary of the Texas Grain Dealers' Association, has returned to his home from the Battle Creek Sanitarium, much improved in health.

Secretary S. W. Strong, of the Illinois Grain Dealers' Association, reports the following new members for June: J. D. Owings, Colusa; Yuton Grain Company, Yuton; Daniels Brothers, Bentley.

A number of Kansas farmers have burned many acres of their wheat infested by chinch bugs, and immediately planted early corn.

TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per one hundred pounds. (A) denotes advance and (R) denotes reduction.

ST. LOUIS & SOUTHWESTERN RAILROAD.—I. C. C. No. 3255, July 26. From St. Louis, Mo., and East St. Louis, Ill., to Blytheville and Chickasawba, Ark., hemp seed and articles taking same rate, 20 cents; flax seed, 17 cents; wheat, 14 cents; flour, 14c; corn meal and corn, 12 cents (rates also apply to articles taking same rates). From Cairo and Thebes, Ill., to Blytheville and Chickasawba, Ark., hemp seed, 18 cents; flax seed, 15 cents; wheat, 12 cents; flour, 12 cents; corn meal, 10 cents, corn, 10 cents (rates also apply to articles taking same rates), July 26.

MISSOURI, KANSAS & TEXAS RAILWAY.—Supplement 8 to I. C. C. No. A3437, July 15. Wheat and articles taking same rates, 12 cents (R) and corn and articles taking same rates, 10 cents (R) from Adamsville, Arkansas City, Aymann, Belle Plaine, Cox Spur, Geuda Springs, Orchard, Oxford, Palestine, Paton, Silverdale, Sumpter, Waco and Wichita, Kan., to Parson, Kan.

PENNSYLVANIA RAILROAD.—I. C. C. No. G. O. 4372, July 15. Distillers' dried grain from Cheswick, Pa., to Verbank, N. Y., 13½ cents (R).

UNION PACIFIC.—Supplement 5 to I. C. C. No. 2548, June 16 (18A-R57). Between Haig, Neb., (R) and Kansas City, Mo., Leavenworth, Atchison, Kan., St. Joseph, Mo., wheat, 26 cents; corn, 25 cents, oil meal, 25 cents; flax seed, millet seed, 33 cents. Between Haig, Neb., and Omaha, Neb., wheat 22 cents; corn, 20.4 cents; oil meal, 24 cents; flax seed, millet seed, 29 cents. Between Haig, Neb., and Sioux City, Iowa flax seed and millet seed, 33 cents.

BUFFALO & SUSQUEHANNA RAILWAY.—Supplement 5 to I. C. C. No. 1626, July 9. Grain, ex-lake, wheat, corn, rye, barley, oats, flax seed, in bulk, from Buffalo and Bladell, N. Y., to Kittanning, Pa., 7½ cents (R).

CHICAGO, ROCK ISLAND & PACIFIC.—I. C. C. C9512, July 15. Bran from Trenton, Mo., to East St. Louis, Ill., 13 cents; feed from Atchison, Kan., to Chillicothe, Mo., 8 cents; flour from Leavenworth, Atchison, Kan., and St. Joseph, Mo., to Bloomfield, Iowa, 14 cents.

GRAND TRUNK.—I. C. C., June 23. From Fort William and Port Arthur and Westford, Ont., to Boston, Mass., New York, N. Y., Philadelphia, Pa., and Portland, Me. (for export to British and foreign countries except Newfoundland and St. Pierre Miquelon), flour, 14½ cents; grain, also grain products, except flour, 15½ cents.

MINNEAPOLIS & ST. LOUIS.—I. C. C. No. b97, July 17. Grain products to Champaign, Ill., from Morning Sun, Newport, Elrick Junction, Oakville, West Keithsburg, Iowa, 13 cents; Keithsburg, Ogle, Seaton, Little York, Eleanor, Monmouth, Nemo, Phelps, Berwick, Abingdon, Hermon, London Mills, Rapatee, Middle Grove, Ill., 10½ cents; Farmington Cramers, 16 cents; Trivoli, Eden, Hanna, Maxwell, Bartlett, Ill., 9½ cents; Kingston, Huron, Wapello, Grandview, Garden City, Fruitland, Hahn's Switch, Round House and Muscatine, Iowa, 13 cents, July 17.

Also Supplement 4 to I. C. C. No. b48, Aug. 1. Between Lehigh, Iowa, and Minneapolis, Minn., and rate points, flax seed, 15 cents; wheat, 12.5 cents; flour, 12.5 cents, (S. B. 11.7 cents); corn, 10 cents (R).

WABASH.—Supplement 10 to I. C. C. No. 2111, July 24. Grain products from Detroit, Mich., to Cincinnati, O., 10 cents; Jeffersonville, New Albany, Ind., 12 cents; Louisville, Ky., 12½ cents.

Also.—I. C. C. 3244, July 6. Corn, oats, rye and barley from Des Moines, Iowa, when originating beyond to Kansas City, Mo., 7 cents; wheat from and to same points, 8 cents, and numerous other rates on grain and grain products.

Also.—Supplement 6 to I. C. C. No. 2948 RR. No. F9399. Grits from Springfield, Ill., to Danville, Ill., 7 cents. (R) State, June 21; Interstate, July 24.

MISSOURI, OKLAHOMA & GULF RAILWAY.—I. C. C. No. 73, July 10. Wheat and articles taking same rates, 20 cents, and corn and articles taking same rates, 19 cents from Joplin, Mo., to New Orleans, La., and rate points (applies on shipments originating beyond). Oats from Kenefick, Ury, Durant, Allison, Achille, Kemp City and Red River, Okla., to Vicksburg, Miss., 20 cents (R).

Also I. C. C. No. 78, Aug. 4. Wheat and articles taking same rates, 18½ cents, and corn and articles taking same rate 17½ cents from Joplin, Mo., to Algiers, Galveston, Tex., Gretna, Iowa, Westweo, New Orleans, La., Port Arthur, and Texas City, Texas (for export) (applies on shipments originating beyond.) (R).

GREAT NORTHERN RAILWAY.—I. C. C. No. A3705, June 11; (Decision in Case No. 5000). Wheat from Hesper, Judith Gap, Barrowa, Cushman, Franklin, Spion Kop, Mont., and other Montana points to Omaha, Neb., 32 cents (R).

Also.—Supplement 8 to I. C. C. No. A3008, July 5. Corn, oats and feed from Cottonwood, Minn., to Dazey, N. D., 22 cents (R).

W. H. HOSMER.—Agent for Illinois Central, Santa Fe, Burlington and other roads.—Supplement 2 to I. C. C. No. A398, Aug. 1. Corn cob meal from Keokuk, Iowa, to Algiers, La.; Galveston, Texas; Cretna, La.; Gulfport, Miss.; Mobile, Ala.; New Orleans, La.; Pensacola, Fla.; Westwego, La., and other gulf ports (for export), 13½ cents (R).

Also.—Agent for Illinois Central, Chicago, Burlington & Quincy, Chicago, Rock Island & Pacific and other lines.—I. C. C. No. a414, Aug. 1. Grain and grain products from La Crosse, Wis., Minneapolis, Minnesota Transfer, St. Paul, Stillwater and Winona, Minn., to Black Rock, N. Y., 16½ cents, Kingston, 25 cents, Lindsay, Ont., 24½ cents, (also rates to other eastern and New England and Canadian points.)

NORTHERN PACIFIC RAILWAY.—Supplement 7 to I. C. C. No. 5219, July 16. Flour from Edgeley, N. D., and Sioux City, Iowa, to Chicago, Ill., 22 cents (A) and Wadena, Minn., 21.5 cents.

MISSOURI PACIFIC.—Supplement 4 to I. C. C. No. A2201, July 31. Wheat or flour from Salina, Kan., to Chanute, Kan., 12¾ cents; Emporia, Kan., 9 cents; Burlington and Hartford, Kan., 13 cents.

Also, Supplement 9 to I. C. C. No. A1907, State July 23; Interstate, July 23. Grain and grain products; wheat, corn, oats, rye, barley and grain screenings between Cairo, Ill. (southbound only) and St. Louis, Mo., and East St. Louis, Ill., 4 cents (when from beyond).

Also, Supplement 2 to I. C. C. No. A2311, Aug. 1. Flax seed, hemp seed and Hungarian seed from Sioux City, Iowa, to Atchison, Leavenworth, Kan., Kansas City, and St. Joseph, Mo., 16.5 cents (R).

Also, I. C. C. No. A2364 cancels A5197, July 26. From St. Louis, Mo., and East St. Louis, Ill., to Galveston and Texas City, Texas, for export wheat, 18½ cents; corn, oats, rye and barley 17½ cents.

Also, Supplement 4 to I. C. C. A1594, July 5. Wheat from Kansas City, Mo., to Sioux Falls, S. D., 12 cents (R).

ILLINOIS CENTRAL.—Supplement 15 to I. C. C. No. A8056, July 23. Wheat from St. Louis, Mo., to Anna, Carbondale, Murphysboro, New Athena, Ill., 5 cents (R).

Also, I. C. C. No. A8384, July 23. Flour L. C. L. from Chicago, Ill., to Amboy, Ill., 19.4 cents.

Also, No. A8379, July 15. Corn and oats to Little Rock, Ark., from Farley, Dyersville, Manchester, 22.5 cents; from Independence, Waterloo, 23 cents; Cedar Falls, Iowa, 23 cents (A); from Central City, Ryan, Golden, Robins, Iowa, and other Iowa points, 23 cents.

ATCHISON, TOPEKA & SANTA FE RAILWAY.—Supplement 6 to I. C. C. No. 6276, July 26. Flour from Independence, Kan., to Muskogee, Okla., 16 cents (R).

Also, Supplement 1 to I. C. C. No. 6382, July 10. Alfalfa meal from Texico, Clovis, Portales, Roswell, Artesia, Carlsbad, and Red Bluff, N. M., to Ruliff, Mauriceville, Lake Charles, West Lake, De Quincy, and Bon Ami, La., 38 cents.

Also, Supplement 1 to I. C. C. No. 6407, Aug. 1. From Whiteside, Kan., to Memphis, Tenn., flour, 24 cents, and corn meal, 21½ cents (A); to Ft. Smith, Ark., flour 20 cents, (R) and corn meal, 17½ cents.

Also, Supplement 7 to I. C. C. No. 5687, July 1 (18A-R57). Wheat, 28 cents, corn 25 cents from Ensign, Haggard, Montezuma and Copeland, Kan., to Galveston, Port Bolivar and Texas City, Texas (for export).

Also, Supplement 1 to I. C. C. No. 6253, Aug. 8. Flour from Independence, Kan., to Muskogee, Okla., 16 cents (R).

CHICAGO, BURLINGTON & QUINCY RAILWAY.—Supplement 13 to I. C. C. No. 10274, July 7. Between Des Moines, Iowa, and Chicago, Ill., flax seed, 18 cents, wheat, 18.9 cents and corn, 12.5 cents; between Des Moines, Iowa, and Peoria, Ill., flax seed, 15.6 cents, wheat, 12.4 cents and corn 11 cents.

Also, I. C. C. No. 10796, July 7. Flour, millstuffs, oil meal and articles taking same rates from St.

Paul, Minneapolis, Minn., Trevino, Wis., Winona, Duluth, Minn., and rate points to Lebanon, Xenia, Beckemeyer, Odin, Sandoval, Lawrenceville, Ill., and other Illinois points, 18 cents.

CHICAGO, BURLINGTON & QUINCY.—July 7. Corn meal, flakes, cob meal, farina, feed, barley, grits, groats, ground corn, and heathall and articles taking same rates from Council Bluffs, Iowa, Nebraska City, Omaha, South Omaha, Neb., Atchison, Kan., Kansas City, Mo., Leavenworth, Kan., St. Joseph, Mo., when originating beyond or when manufactured at those points from grain, seeds, or other ingredients originating beyond Newport News and Norfolk, Va., for export 22 cents, hominy, hulls, barley, oats or buckwheat, hillec cord, kaffir corn, malt, malt skimmings, malt sprouts, meal, barley, meal hominy and articles taking same rates from and to same points, 21 cents.

CHICAGO, BURLINGTON & QUINCY RY.—I. C. C. No. 10801, July 12. Flour from Beardstown, Ill., to Bloomington, Ill., 9 cents; (R) from Davenport, Iowa, and Rock Island, Ill., to Cheneyville, Ill.; 12 cents (R).

Also, Supplement 36 to I. C. C. No. 9741, July 15. Flax seed and articles taking same rates from Winona, Minn., La Crosse, Wis., St. Paul, Minneapolis, Minnesota Transfer and South St. Paul, Minn., (when originating beyond or when milled or separated from seed originating beyond) to Kansas City, Mo., Leavenworth, Kan., Atchison, Kan., St. Joseph, Mo., and rate points, 16.5 cents (A) to Kansas; Nebraska City, Omaha, South Omaha, Neb., Pacific Junction, Council Bluffs, Iowa, and rate points, 15.5 cents (A).

CHICAGO, MILWAUKEE & ST. PAUL.—Supplement 1 to I. C. C. No. B2453, July 15. To East St. Louis, Ill., Alton Quincy, Ill., Hannibal, Mo., and St. Louis, Mo., from Hopkins and St. Louis Park, Minn., flour and mill stuff, 16 cents, oats, 15 cents, barley, 15 cents; wheat to Hannibal, Mo., and Quincy, Ill., 14½ cents to St. Louis, Mo., from Canton, Worthing, Lennox, Chancellor, S. D., wheat, 22 cents, corn, rye, oats, and barley, 19.5 cents; from Parker and Marion Junction S. D., wheat 22.5 cents; corn, rye, oats and barley, 20 cents and numerous other rates.

CHICAGO, ST. PAUL, MINNEAPOLIS & OMAHA.—I. C. C. No. 3898, Aug. 1. Grain products from St. Paul, Minneapolis and Minnesota Transfer, Minn., (applies only on shipments originating beyond) to Hannibal, Mo., 14 cents.

Also, Supplement 2 to I. C. C. No. 3885, Aug. 1. Grain, 4.5 cents, wheat, 5.5 cents, (applies only on shipments which originate beyond and which are cleaned, milled, malted or otherwise treated in transit at Winona, Minn., for points east thereof via C. & N. W. Ry.) from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Winona, Minn.

Also, I. C. C. No. 3899, Aug. 1. Grain products to Alton, East St. Louis, Granite City, Madison, Venice, Ill., and St. Louis, Mo., from Garden City, Blue Earth, 17.5 cents; Heron Lake, Minn., 19.5 cents; Pipestone, Minn., 19.5 cents, Merrill, Le Mars, Iowa, 19.5 cents.

Also Supplement 9 to I. C. C. No. 3575, Aug. 1. Flour from Blue Earth, Garden City, Mankato, Belle Plaine, Mankato, Minn., and other Minnesota points to Jump River, and Lynch, Wis., 18 cents, to Gilman, Lusk, Bellinger, Cotten and Stanley, Wis., 15 cents.

KANSAS CITY SOUTHERN.—Supplement 5 to I. C. C. 2773, July 9. Corn meal from Kansas City, Mo., and articles taking same rates when shipments originate at points beyond to Muskogee, Okla., 10 cents; flour and articles taking same rates from and to same points, 14 cents.

Also, I. C. C. No. 3239, July 31. Wheat, 22 cents, corn, 20 cents, and flax seed, 26 cents (also applies on articles taking same rates) from Omaha, South Omaha, Nebraska City, Neb., and Council Bluffs, Iowa, to Ft. Smith and South Ft. Smith, Ark.

Also, I. C. C. No. 3230, July 31. Corn, corn meal and articles taking same rates, 10 cents and wheat, flour and articles taking same rates, 14 cents, from Kansas City, Mo., (applies only on shipments originating beyond) to Muskogee, Okla.

CHICAGO & NORTHWESTERN.—I. C. C. 7445, July 15. Barley from Watertown and Clyman, Wis., to Cincinnati, Ohio, 13.5 cents to Louisville, Ky., 14.5 cents, July 15.

Also, I. C. C. No. 7443, July 10. Rolled oats from Milwaukee, Wis., to Kansas City, Mo., 13.75 cents. Oatmeal from Cedar Rapids, Iowa, to Danville, Ill., C. L., 15 cents and L. C. L., 24 cents. Malt from La Crosse, Wis., and Winona, Minn., to Quincy, Ill., 13.25 cents.

Also, I. C. C. No. 7447, July 21. Linseed Oil from Minneapolis, Minn., to La Crosse, Wis., 12.5 cents.

Also, Supplement 7 to I. C. C. No. 7402, Aug. 1. Corn and oats (will not apply on articles taking same rates) from Omaha, Neb., Council Bluffs, Iowa, and stations in Nebraska taking Omaha, Neb., rates and Sioux City, Iowa, (R) (will not apply from other Iowa points taking Sioux City rates) to Belle Fourche, S. D., Black Hawk, S. D., Casper, Wyo., 25 cents. Grain products from Watertown, S. D., to Lincoln, Wahoo, Fremont, 19 cents, Plainview, 21.5 cents and to O'Neill, Neb., 24.5 cents.

FIRES—CASUALTIES

An elevator at Pangman, Sask., was wrecked by a cyclone last month.

An elevator at Essig, Minn., was blown over on July 2, during a storm.

The elevator of A. B. Means at Anchor, Ill., was destroyed by fire on July 6.

The elevator of Harris & Co. at Clarion, Iowa, was destroyed by fire on June 16.

The DeLong Elevator at Sadorus, Ill., was slightly damaged by fire last month.

The Keystone Elevator at Philadelphia, Pa., was slightly damaged by fire several days ago.

The elevator of E. F. Spears & Sons at Paris, Ky., was completely destroyed by fire on July 3.

The elevator of Bullis & Kuhn at Gregory, Mich., was slightly damaged by lightning on June 21.

The elevator of B. T. Railsback Sons at Hopedale, Ill., was slightly damaged by lightning on June 28.

Fire destroyed a building used by the Crouch Grain Company at Waco, Texas, but the loss was small.

The elevator of the Quaker Oats Company at State Center, Iowa, has been destroyed by fire with a loss of \$12,000.

The elevator of Stark & Co. at Perry, Mich., was destroyed by fire on July 6, when a portion of the town was burned.

The elevator of the Wilson-Barr Company at York Switch, Ind., was somewhat damaged by a wind-storm on June 17.

The elevator at Heising, near Willow City, N. D., was struck by lightning on June 29, but was not seriously damaged.

The house of the Cargill Elevator Company at South Shore, S. D., was struck by lightning on June 19 and totally destroyed.

As a result of lightning, the elevator of the Occident Elevator Company at Harmon, N. D., was entirely destroyed, on June 19.

The house of the Cargill Elevator Company at Mondovi, Wis., was struck by lightning on June 26, and completely destroyed by fire.

The grain elevator and warehouse of Argile & Kirby, at Chicago, was destroyed by fire on July 11, with a loss estimated at \$40,000.

Tramps are believed to have started a fire which destroyed barley fields near Imperial, Cal., worth \$20,000. Nearly 800 acres were burned.

The grain and feed warehouse of the J. M. H. Walters Company, Philadelphia, Pa., was damaged by fire to the extent of \$10,000 recently.

While trying to extinguish a fire in the elevator at Bannister, Mich., caused by gasoline, F. Kenneth burned his left arm and hand quite badly.

Lightning struck the house of the Commander Elevator Company at Le Sueur Center, Minn., on June 26, and the plant was totally destroyed.

Lightning struck the Farmers' Elevator at Buttville, N. D., on June 26, and damaged the building to the extent of \$250, fully covered by insurance.

The Northern Elevator at Rosebank, Man., was burned on June 20, with about 2,000 bushels of wheat. The loss is partially covered by insurance.

The elevator of the Farmers' Grain Company at Bee, Neb., burned recently, together with a carload of corn and one of wheat. The house was insured for \$4,000.

A barn belonging to the Farmers' Co-operative Gin and Elevator Company at Purcell, Okla., was destroyed by fire on June 28. A quantity of bagging was consumed.

The elevator of C. K. Ferguson & Co., at Wetonka, S. D., was burned on June 25, together with several hundred bushels of grain. The loss was partially covered by insurance.

Gray's elevator at Bridgeport, Ill., was burned on June 13, during a fire which destroyed a portion of the business district of the town, entailing an approximate loss of \$250,000.

The Kiem & Schauer elevator at Garrison, N. D., was burned during a severe electrical storm on June 18. There were 1,200 bushels of flax and several hundred bushels of grain in the house, the total loss amounting to \$9,000.

Workmen on the concrete elevators of the Sparks Milling Company at Alton, Ill., on June 14, had a narrow escape from injury when a 10-ton iron bridge that was being lifted into position on the tops of the elevators, to span the street from the elevators to the mill, dropped 95 feet to the street. The bridge almost completely wrecked a freight car

in the street but no one was injured. The loss to the contractors is several hundred dollars.

Two warehouses of Ashby & Son, grain dealers at Leavenworth, Kan., were destroyed by fire on June 25, entailing a loss of \$10,000. The fire is said to have originated from a bonfire started by boys.

Lightning struck the Northwestern Elevator at Walcott, N. D., on June 27, and the house was destroyed by the fire that followed. The company will not rebuild, but will purchase the Imperial Elevator.

The warehouse of the Southwestern Storage Company at Santa Monica, Cal., was destroyed by fire on June 22, together with 150 tons of hay stored in the building. The total loss was \$5,800, partly covered with insurance.

The Schimel Elevator at Balfour, N. D., was destroyed by fire on June 16, with a loss of about \$10,000. The O. & M. elevator also became ignited but was not badly damaged. The blaze started from the friction of pulleys.

The elevator of R. L. Cole & Co. at Krum, Texas, was burned July 2, and about 15,000 bushels of wheat stored in steel elevators adjoining were badly damaged. The elevator, valued at \$5,000, was insured for \$2,000, but there was no insurance on the wheat.

Fire originating from the sparks of a passing engine ignited a corn crib in connection with an elevator at Swanington, Ind., owned by McConnell & Hamilton last month, and the plant was destroyed. The women of the neighborhood formed a bucket brigade and helped to prevent the fire from spreading to other buildings.

The house of the Kasota Elevator Company at Kasota, Minn., was demolished during a tornado that swept through the town on June 26. The structure was 168x44 feet in size and 110 feet high but the wind is said to have lifted it from its foundation and carried it 15 feet away. The cupola and about 40 feet of the superstructure were torn away and a nearby railroad was buried beneath the debris.

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Buying a Drier Is a Serious Matter

A drier lasts a great many years—a mistake at the beginning makes itself felt all through those years.

The points to be considered in the order of their importance, are—

1. EFFICIENCY

The Hess Drier will dry all kinds of grain or seed, without change. Salvage grain, in any condition, is readily handled in it. Any temperature up to 230 degrees may be used, entirely under the operator's control. The time of drying and cooling is also under perfect control. The grain is ALL in plain view of the operator when drying.

2. ECONOMY IN OPERATION

The Hess Drier operates with exhaust or live steam, or both, with a new design of coils, which is more rapid and economical than the type usually found in driers. The power required for the fans is about one-fourth only, of the power required in driers where wire netting and perforated metal obstruct the air currents and require high pressure to force the air through them. There is no cost for re-elevating the grain for cooling, the heating racks being above the cooling racks and the grain flows through by gravity. The warm air blown out of the cooling grain is all used, and none wasted, and one fan or one series of fans does all the work of drying and cooling. **This arrangement is patented and cannot be sold by others without liability.**

3. DURABILITY

There are no movable parts in our drier to wear out, no wire netting to clog and get out of condition, and all parts are galvanized to protect them from rust. The steam coils of our new type will not become leaky through unequal expansion and contraction.

4. FIRST COST

While this is the least important point to be considered, for it is soon forgotten, we are offering the greatest efficiency for the least money, and where the total expense, including installation, is considered, the cost of the Hess Drier will be found no greater than that of inferior machines.

Tell us your wants. Free booklet (Moisture Testers, also).

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HAY AND STRAW

THE BALTIMORE HAY MARKET

Chas. England & Co., Baltimore, Md., in a late July letter say: "There have been absolutely no new or influential features in the hay market since our last report. The movement is rather more general but mostly single car shipments and fully sufficient to supply all requirements. The percentage of good hay in the daily receipts has increased, and while desirable grades continue to move well, there is not the snap to the demand that existed a few weeks ago. As usual at this season buyers are only in the market for actual daily needs, all cleaning up in anticipation of the new crop. While first receipts of new hay in the market are not likely to be as heavy as in former years, nevertheless because of narrow demand even moderate arrivals of new stock will affect prices of old, and this will be true of all markets this year."

HAY AND STRAW AT PITTSBURGH

Samuel Walton & Co., Pittsburgh, Pa., write July 11: "The major portion of the receipts of hay continue to be No. 2 timothy and lower grades, and market for the same is rather dull. The receipts of No. 1 timothy hay are light and the market firm, with all arrivals finding ready sale. One car of new No. 1 timothy hay arrived on this market and sold at \$15 per ton. Receipts of oat straw have been very light, yet there has been sufficient arriving to meet the demand, which is quite limited. Receipts of oats have been quite liberal, with the market barely holding steady. Receipts of ear corn have not been sufficient to meet the demand, hence prices are higher. All arrivals of yellow shelled corn have been readily disposed of, with the market firm and prices higher."

NEW YORK HAY LAW

A new law relative to the pressing of hay became effective in New York state on July 1. Its requirements are as follows:

"The term 'presser' as used in this and the following sections of this article shall mean the persons, firm, association or corporation owning or having possession and operating the hay press. A presser of hay or straw for the market shall use correct scales, properly scaled. Every presser of hay or straw for the market shall mark each bale of any such commodities pressed by him with his name and business address and the correct weight of the bale. These markings shall be made upon a tag, securely fastened to the bale, of not less than one and one-half inches in width and three in length.

"A person violating this section will be fined \$5 for each violation."

It is anticipated that South Dakota will raise a banner hay crop this year.

G. K. Gibson, manager of the alfalfa mill at Chico, Cal., recently contracted for 2,000 tons of alfalfa to be ground into meal.

The Ferger Grain Company of Cincinnati, Ohio, has received a permit to build a one-story brick and concrete hay warehouse, costing \$10,000.

The embargo placed by the Pennsylvania Railroad Company, June 10, on shipments of hay for points in Baltimore, Md., has been removed.

The Orange Hay & Grain Company has been incorporated at Orange, N. J., with a capital stock of \$50,000. The incorporators are E. L. Smith, W. P. Smith and W. L. Otterbein.

Chas. E. Munson, who recently dissolved partnership with A. T. Ragon in the Kansas Hay Company, Coffeyville, Kan., has sold his flour and feed business to George H. Saunders.

The Dichting & Diele Hay Company, Inc., has been incorporated at Brooklyn, N. Y., with a capital stock of \$2,000. The incorporators are Herman Dichting, John Diele and Philip Post.

The Barackman Feed Company has been incorporated at Streator, Ill., with a capital stock of \$2,500. The incorporators are A. M. Barackman, R. A. Ferguson and E. P. Barackman.

The Weber Hay and Grain Company has been incorporated at Cincinnati, Ohio, with a capital stock of \$20,000, by Samuel Schrum, Charles H. Karlen, Joseph B. Kelly, M. A. Weber and A. C. Keough.

According to reports from various sections of Quebec, the prospects for a large hay crop are very favorable. By some it is predicted that the yield will be as large as that of 1910, when the crop was the largest for a decade. Hay exported from the consular district adjoining St. Johns, Que., to the

United States, as invoiced by the consulate at that place, totaled \$211,400 for 1912 and \$213,270 for 1911.

The Oregon State Board of Horticulture has issued a quarantine against all kinds of hay and straw, including hay, straw, grass, forage plants, weeds or tulle used in cattle cars or used for packing nursery stock of any kind, or in connection with hives of bees, or in any other way, and of alfalfa seed from the states of Utah and Wyoming and from that portion of the state of Idaho bounded on the north by the 43d parallel north latitude, on the east by the state of Wyoming, on the south

COURT DECISIONS

A trustee has taken charge of the grain firm of W. O. Worrell & Co., Vicksburg, Miss. The liabilities of the company are placed at \$15,000 and the assets at \$10,000.

Warrants have been issued for the arrest of Paul A. McNeal, former secretary-treasurer of the Guthrie Mill and Elevator Company, Guthrie, Okla., on the charge of using short weights.

C. B. Copeland has brought suit against the Farmers' Grain Company of Havens, Kan., in which he is a stockholder, seeking to enjoin the company from making a distribution of profits.

On petition of creditors, the grain firm of the Mereness & Potter Company, Milwaukee, Wis., was thrown into bankruptcy last month, with liabilities placed at \$14,873.12 and assets, \$13,070.17.

Six charges have been filed against J. Rupert Carey, formerly agent for the Lumsden Milling and Grain Company, Aylesbury, Sask., charging misappropriation of \$723.75 in cash and 4,320 bushels of wheat.

Geo. H. Hess, president of the Hess Warming & Ventilating Company, Chicago, and inventor and patentee of the Hess Drier, has commenced a suit in the United States Court against the Ellis Drier Company, Chicago, for alleged infringement of his patents. The infringement complained of consists of building a drier and cooler in which the drying chamber is placed above the cooling chamber, with grain slides between, and in which the same body of air is used first for cooling and then for drying. The Hess patent dates back to 1898, but the con-

struction complained of, it was alleged, has not been made use of by the Ellis Drier Company until recently.

James Ash, Inc., has been incorporated at Buffalo, N. Y., with a capital stock of \$15,000, to deal in hay, lumber, feed, coal, etc. The incorporators are John G. Cloak, Chas. F. Houck and Daniel C. Shearer.

The Nappanee Produce Company has been incorporated at Nappanee, Ind., with a capital stock of \$15,000, to deal in hay, grain, straw, feed, coal and wood. W. W. Stauffer, H. R. Stauffer and G. D. Stauffer are the incorporators.

The McManus Hay, Feed, Contracting and Trucking Company, Inc., has been incorporated at Brooklyn, N. Y., with a capital stock of \$5,000. The incorporators are John C. McManus, Thomas J. McManus and Mary T. McManus.

Sears & Co., Inc., have been organized at Dundee, N. Y., with a capital stock of \$10,000, to deal in hay, grain, feed, etc. The incorporators are Frank A. Sears, Emmet C. Roberts and others. The company has purchased the hay sheds of Roberts Bros.

it was alleged, has not been made use of by the Ellis Drier Company until recently.

The stockholders of the Great Western Cereal Company will probably receive nothing in the adjustment of its affairs and it is understood that the assets are not more than half enough to pay the creditors.

In the case of Jens Jensen against the Shellabarger Elevator Company at Gibson City, Ill., a new trial was granted. Mr. Jensen sought to recover for a quantity of grain alleged to have been sold the company previous to the burning of the elevator and won the first case.

E. N. Redfield of Wilmore, Kan., has brought suit against the Kemper Grain Company of Wichita, Kan., for \$500 damages, alleging that the grain company ruined his credit by persecuting him. He also claimed that the defendant caused some of his property to be seized and later released.

A petition asking that the firm of James R. Smith & Sons, grain dealers at Salt Lake City, Utah, be declared bankrupt was recently filed by the National Copper Bank, the W. O. Kay Elevator Company, the Farmers' Grain and Milling Company and the C. A. Smurthwaite Grain and Milling Company.

The appeal of W. E. Beamish of Elva, Man., who was sued by Jas. Richardson & Son, grain brokers at Winnipeg, Man., was dismissed recently. The suit was instituted to recover \$1,199.58, claimed to be due as a balance on grain deals. The Court of Appeal decided that dealing in options on the grain exchange is a legal transaction.

OBITUARY

struction complained of, it was alleged, has not been made use of by the Ellis Drier Company until recently.

Wm. H. Spedden, in point of membership one of the oldest members of the Baltimore Chamber of Commerce, passed away on June 11.

James A. Bryden, one of the oldest members of the Chamber of Commerce at Milwaukee, Wis., died on June 9. Mr. Bryden was a pioneer in the grain business and retired about 15 years ago.

Daniel Newport Barnhill, aged 76 years, a retired grain dealer, died on June 16, at his home in Kansas City. Mr. Barnhill came to that city in 1873 and is survived by two sons and two daughters.

Thomas Costello, recently appointed to succeed Samuel Smith as Deputy Illinois Grain Inspector at Chicago, died suddenly in June at his home in that city of pneumonia after three days' illness.

Alexander McDougall, pioneer commission merchant and one of Chicago's oldest Board of Trade men, died at his home in Highland Park, Ill., on July 9, aged 78 years. Mr. McDougall had enjoyed very good health, but his sudden death is thought to have been traceable to the recent period of hot weather. He had maintained a commission house in Chicago for many years and his connection with

the grain trade had grown to be one of the business traditions of the city.

Charles W. Leland, a brother of E. F. Leland of the firm of Ware & Leland, Chicago, died very suddenly on July 11 at his home in Evanston. Mr. Leland was also connected with the firm and was very popular on the Board of Trade, where he had very many friends.

James Barrell, retired grain dealer, died at his home in Evanston, Ill., on June 28. He came to Chicago in 1846 from London and he was in the grain elevator business for years with Armour, Dole & Co. A detailed account of Mr. Barrell's life is given elsewhere in this issue.

George S. Ewart, an active member of the New York State Hay Association and well known in the hay trade, died at his home in Groveland, N. Y., recently following an illness of several months. Mr. Ewart was born in Groveland in 1835 and had always resided in that township.

Paul M. Morris, son of F. R. Morris, of the Morris Grain Drier Company, Milwaukee, Wis., died recently from injuries received about a year ago. He was about 30 years of age and was well known to the grain trade. At one time he represented the Peavy Elevator Company, of Minneapolis, later going

to Duluth, Minn., to represent the Globe Elevator Company, and still later, the Itaska Elevator Company.

Thomas J. Gront, aged 80 years, died in New York last month. He had been a member of the New York Produce Exchange for about 40 years and during a large part of that time was an official weigher of grain at railroad terminals. For the past two years he had been inactive owing to prolonged illness.

Charles H. Poehler, president and manager of the Pacific Elevator Company, and vice-president of the H. Poehler Company, died at his home in Minneapolis, Minn., on June 24, after a week's illness. For 25 years Mr. Poehler had been closely identified with the grain trade. He was born in 1868 at Henderson, Minn., where at one time he was engaged in business with his father. He is survived by his wife, his mother, two sisters and two brothers. He was a member of the Minneapolis Chamber of Commerce and well known in grain circles.

James P. Taylor, an old and highly respected member of the Chicago Board of Trade, passed away at his home in Chicago on July 1. The day previous to his death he attended to business on the Board as usual. Mr. Taylor was 79 years old and before coming to Chicago in 1867 he sailed the ocean as captain of a merchantman trading out of Boston and had made a circuit of the world six times in that capacity. Forty years ago he was a representative of the late B. P. Hutchinson in the provision trade but later he did a general brokerage business.

Harry Rankin, aged 50 years, died at his home in Goshen, N. Y., on June 1. He was born at Lawrence, Kan., in 1863 and entered the insurance business at that place in 1884. In 1890 he removed to Kansas City, where he became identified with the grain trade. In 1898 he organized and was manager of the first reciprocal underwriting association, which specialized on insurance for flour millers and lumber manufacturers. At one time he was associated with Rea-Patterson Milling Company, of Coffeyville, Kan., and later with the mills of the Aug. J. Bulte Milling Company, Kansas City.

GRAIN TRADE PATENTS

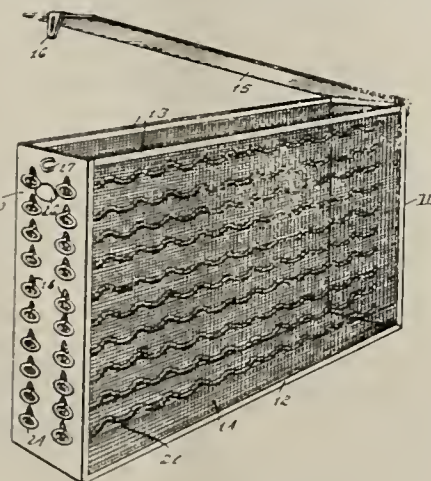
Issued on June 10, 1913

Broom-Corn Cleaning Machine.—Emuel Cory, Colfax, Ind. Filed Dec. 14, 1910. No. 1,064,617.

Grain-Door for Railway-Cars.—John Moravec, Detroit, Mich. Filed April 3, 1909. No. 1,063,997.

Seed-Corn Rack.—William Vaudt, Booneville, Iowa. Filed Aug. 1, 1912. No. 1,064,401. See cut.

Claim.—In a device of the class described, flat upright end members, horizontal members connecting said end members, a hinged cover, said end members being pro-



vided with a series of opposite openings arranged in pairs at the same height in each member to secure the wires mentioned herein, a plurality of corrugated wires provided with means at their ends for preventing the rotation of said wires.

Malt-Drum.—Friedrich Knüttel, Charlottenburg, Germany. Filed Aug. 20, 1912. No. 1,064,490.

Issued on June 17, 1913

Conveyor Apparatus.—Peter E. Tall, Niobe, N. D. Filed Nov. 19, 1912. No. 1,065,282.

Corn-Sheller Cylinder and Teeth.—Andrew Herman Berns and Herman Andrew Berns, Chebanse, Ill. Filed March 14, 1910. No. 1,064,699.

Grain-Bin.—John Tweddle Graham, Belfry, Mont. Filed Oct. 30, 1911. No. 1,065,237.

Issued on June 24, 1913

Conveyor.—August Swanson, Cedar Rapids, Iowa. Filed July 23, 1912. No. 1,065,746.

Issued on July 1, 1913

Fanning-Mill Separator.—Nels G. Ek, Minneapolis, Minn. Filed Oct. 2, 1912. No. 1,065,929.

Issued on July 8, 1913

Grain-Car Door.—Frank F. Wandtke, Superior, Wis. Filed Oct. 4, 1911. No. 1,067,084.

Endless Conveyor.—Leonard C. Roberts, Nunda, N. Y. Filed Feb. 1, 1912. No. 1,066,658.

Automatic Weighing Apparatus.—William E. Hipkins, Soho Foundry, near Birmingham, England;

John Barham Carslake and Arthur Henry Gibson, Birmingham, England, executors of said Hipkins, deceased. Filed Jan. 12, 1912. No. 1,066,614.

Screening and Separating Machinery.—Harry S. Vrooman, Chicago, Ill. Filed Aug. 8, 1911. No. 1,067,204.

THE GOVERNMENT CROP ESTIMATE

The Crop Reporting Board of the Bureau of Statistics of the United States Department of Agriculture has estimated, in a statement given out on July 9, from the reports of the correspondents and agents of the Bureau, as follows:

States.	WINTER WHEAT. Per cent of U. S. acreage in state.	Condition.		
		July 1, 1913.	June 1, 1913.	July 1, 1912.
Kansas	21.5	65	72	75
Nebraska	10.1	86	95	72
Missouri	7.5	90	88	68
Illinois	7.3	86	83	45
Indiana	6.9	90	87	42
Ohio	6.2	89	91	41
Oklahoma	5.3	56	55	77
Pennsylvania	4.2	89	91	88
Washington	3.5	94	95	91
Michigan	2.7	82	83	53
Virginia	2.4	93	91	83
Kentucky	2.3	92	88	71
Tennessee	2.2	92	90	85
Texas	2.2	83	77	85
Maryland	2.0	81	90	90
North Carolina	1.9	96	92	77
Oregon	1.8	92	91	102
Montana	1.7	87	89	88
New York	1.1	89	89	76
Iowa	1.1	92	94	81
Idaho	1.1	91	90	94
California	0.9	60	55	79
United States	100.0	81.6	83.5	73.3

States.	CORN. Acreage, 1913. Per cent of 1912.	Acreage.	Condition, July 1.		
			1913.	1912.	10-yr. av.
Illinois	99	10,551,000	83	78	86
Iowa	99	9,947,000	89	83	86
Missouri	97	7,393,000	85	83	82
Nebraska	100	7,609,000	91	80	83
Kansas	98	7,424,000	81	84	82
Texas	97	7,081,000	83	84	78
Oklahoma	95	5,176,000	87	90	82
Indiana	99	4,898,000	88	77	84
Ohio	98	3,994,000	89	77	83
Georgia	104	4,066,000	91	78	87
Kentucky	101	3,636,000	90	82	87
Tennessee	101	3,365,000	88	86	87
Alabama	103	3,244,000	87	82	86
Mississippi	104	3,230,000	85	82	84
North Carolina	101	2,836,000	89	88	88
South Dakota	105	2,620,000	93	76	85
Arkansas	101	2,500,000	81	84	84
Minnesota	104	2,357,000	91	78	82
Virginia	100	1,980,000	91	88	89
South Carolina	104	1,992,000	86	79	84
Louisiana	107	1,931,000	87	77	82
Wisconsin	100	1,632,000	89	77	84
Michigan	101	1,641,000	85	72	81
Pennsylvania	101	1,463,000	87	78	86
United States	99.8	106,884,000	86.9	81.5	84.0

States.	OATS. Per cent of U. S. acreage in state.	Condition.		
		July 1, 1913.	June 1, 1913.	July 1, 1912.
Iowa	12.7	84	96	94
Illinois	11.2	62	74	90
Minnesota	7.8	80	95	91
Wisconsin	6.0	91	94	88
Nebraska	5.9	81	96	83
North Dakota	5.9	71	92	91
Kansas	4.9	58	73	85
Ohio	4.8	72	85	92
Indiana	4.6	51	75	95
South Dakota	4.2	76	97	85
Michigan	4.0	77	88	83
New York	3.4	89	92	81
Missouri	3.2	57	75	87
Pennsylvania	3.0	83	90	88
United States	100.0	76.3	87.0	89.2

The condition of corn in all of Michigan, according to the state crop report issued July 7, is 87. In the southern counties and Upper Peninsula it is 84, in the central counties 90 and in the northern counties 91. One year ago the condition of corn in the state was 68.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

HOW TO SELL YOUR ELEVATOR

If you wish to sell your elevator promptly and quietly, write me, giving all the information. Must be worth the money. JAMES M. MAGUIRE, Campus, Ill.

ELEVATORS AND MILLS

FOR SALE

Two elevators for sale; liberal terms. Write COON BROS., Rantoul, Ill.

TEXAS ELEVATOR FOR SALE

A 50,000-bushel elevator at Ft. Worth, Texas. Fine location; good business; 14 steel bins; track and hopper scales. DOGGETT GRAIN CO., Dallas, Texas.

ELEVATORS FOR SALE

Have a nice lot to select from at prices from \$3,000 up. Write and let me know how much you wish to pay. Am sure I can suit. JAMES M. MAGUIRE, Campus, Ill.

FOR SALE

A 75-barrel roller flour mill, Nordyke & Marmon build, now in operation. Located in good wheat section of Virginia, with an available water power of 250 horse. P. P., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE OR RENT

Terminal elevator at Oklahoma City, Okla., with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power: 125-horsepower, one 20-horsepower, one 15-horsepower, one 7-horsepower electric motors. One 40-horsepower boiler to operate Hess Drier. This elevator is on private property with trackage on both sides, and has free switching to four trunk lines. This affords a splendid opportunity for a live grain firm to acquire and operate an elevator in a live and rapidly growing city, the gateway to the South. Would take good land in part payment. If interested, write J. C. PEARSON, Marshall, Okla.

FOR SALE

A business established 35 years ago. Wholesale and retail flour, feed, grain and builders' supplies. No better location in the state of Pennsylvania, occupying two entire squares on which are erected three warehouses, large wagon shed, up-to-date cemented stable, accommodations for eleven horses, seven heavy draft horses and wagons to suit the business. It is not a run down business but a good line of customers well taken care of. We have a private railroad siding running through the property. My reason for selling is that I want to devote my entire attention to my wholesale grain business at Pittsburgh. This business I am offering for sale is located at Carnegie, Pa., having P. C. C. & St. L., P. C. & Y., and P. & L. E. railroad connections, located on the main line of the P. C. C. & St. L., about eight miles west of Pittsburgh. Will sell entire stock at market prices and sell property, rent or lease same. For particulars, address C. A. FOSTER, 701 Wabash Bldg., Pittsburgh, Pa.

MACHINERY

SECOND-HAND GASOLINE AND OIL ENGINES

Some bargains in gasoline and oil engines, rebuilt and good as new. CHARTER GAS ENGINE CO., Sterling, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

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Orders in Futures
carefully executed

MACHINERY

GASOLINE ENGINES FOR SALE

Power users—Gasoline engine bargains from 1 to 100-horsepower. Get our big list and state your power requirements before you buy. BADGER MOTOR CO., Milwaukee, Wis.

GAS ENGINE FOR SALE

A double tandem automatic gas engine, 250 horsepower on natural gas, or 200 horsepower on producer gas. We are prepared to offer a great bargain. PHOENIX IRON WORKS COMPANY, Meadville, Pa.

FOR SALE CHEAP

One 35-horsepower Smith Gas Producer.

One 30-horsepower Fort Wayne Foundry & Machine Co., Horizontal Gas Engine.

Complete with muffler and gas expansion reservoir for attachment to artificial gas line, if desired. Operated about five years with perfect success. ECONOMY GLOVE COMPANY, Fort Wayne, Ind.

FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 607 Arch St., Philadelphia, Pa.

Miscellaneous
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FOR SALE

Shinn Rods stand for the best in lightning protection. Write me. W. C. SHINN LIGHTNING ROD FACTORY, Lincoln, Neb.

KEROSENE FOR AUTOMOBILES AND

Tractors—New Model B, uses successfully 2/3 kerosene or distillate mixed with 1/3 gasoline. Satisfaction guaranteed or money refunded. Greatly increased power, very slow speed when desired. Special agents' prices. AIR-FRICTION CARBURATOR COMPANY, Department "A," Dayton, Ohio.

SPECIAL BARGAINS IN LUMBER

Two million feet of oak and white pine elevator cribbing, timbers and flooring from Rock Island Elevator now being wrecked at 13th street and Chicago River, Chicago. Also 5,000 doors and windows. Special prices on car load lots. RUEL WRECKING CO., 7337 Stony Island Ave., Chicago, Ill. Phone Hyde Park 1659.

POSITIONS WANTED

WANTED

Position as buyer, traveling solicitor or book-keeper for good grain firm. Can give reference from present employer and banks. SOLICITOR, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

10

VITAL ISSUES

We invite requests for the 10 issues of the Wagner Twice Monthly letter that cover the April to August crop raising season. Ten issues sent on request. Will contain crop reports from 700 correspondents and understandable statistics bearing on future market changes. Send names of your friends.

E. W. WAGNER & CO., Board of Trade
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ESTABLISHED 1 CENTURY

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FOR SALE—BURLAP BAGS OF EVERY KIND

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Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

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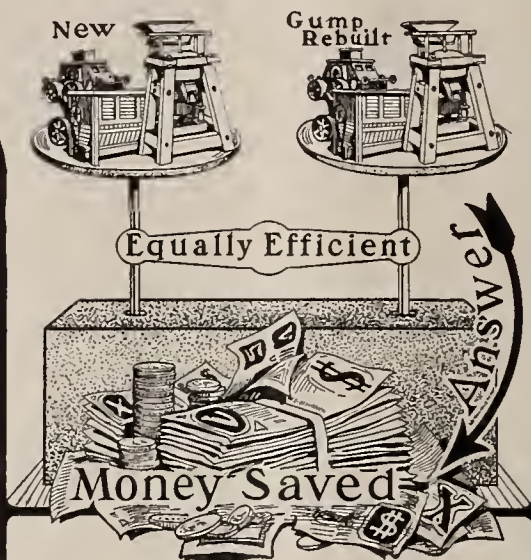
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9x18 Allis; 9x30 Wolf; 9x18 Barnard and Leas, two pair high.

No. 0 and No. 1 Willford; 6x12 and 6x15 Monitor Three-Roller Mills.

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Eureka.—One No. 00; One No. 1; One No. 18; Four No. 1 1/2; Two No. 4.

Monitor.—Two No. 1; One No. 4; One No. 6.

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Richmond.—Two No. 1; Two No. 3. One No. 2 Invincible; One No. 3 Iron Prince.

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Commercial German National Bank, Peoria, Ill.

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GRAIN, SEEDS AND PROVISIONS - CASH AND FUTURES

Saturday, June 28, 1913

Good rains Northwest increased wheat selling, market finished a little lower. Heavy profit taking following the recent sharp advance in coarse grains was responsible for moderate setback in both corn and oats.

Clayton seed finished the week strong with March added to the list of trading futures. Mayke recovered some from the losses made earlier in the week, but finished at 40c down from last Saturday. The past week has been one of much activity in timothy seed. Holders of cash timothy are selling the distant futures on the bulge, while many drought sections have been the incentive at considerable speculative buying.

The present heat wave covers the great central grain belt, the natural habitation of corn and oats. Corn is kindly disposed to high temperatures, but cannot endure too many days in the nineties without generous rains. Four or five days more of this torridity would mean corn anxiety.

Oats are in no shape to withstand the hot air blast. We continue to receive advices of poor oats condition covering

a surprisingly large area. An analysis of Kansas condition shows only 25% of a crop probable in the heaviest producing counties of 1912. The acreage is about the same as last year but condition is only 49.3. Kansas is a moderate oats producer, raising 55 million last year.

Spring wheat is just beyond the range of the extreme heat. Duluth shivered this morning with 44 degrees. Spring sections have had good rains—up to an inch in places. It is relieving some of the tension over that area. Spring wheat is ready to enter on the last 20 days of the crop making period with a very good chance for a fair sized yield.

For reasons directly traceable to present weather and the low start, oats is receiving unusual attention at the hands of investors. Corn is likewise showing strength on the general feeling of a scant year in coarse grains and the outlook for a reduced yield.

Note to Millers.

Beginning today, we discontinue our daily quotations. However—we can supply your requirements, and will gladly quote you on wheat of any grade or variety. Wire or phone us, when in the market.

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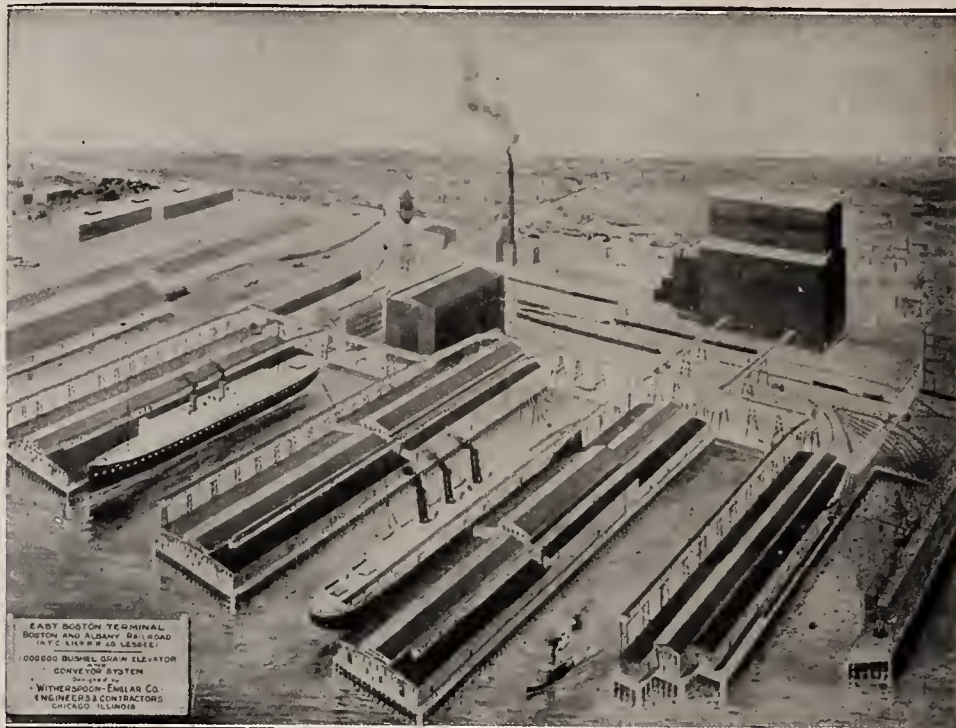
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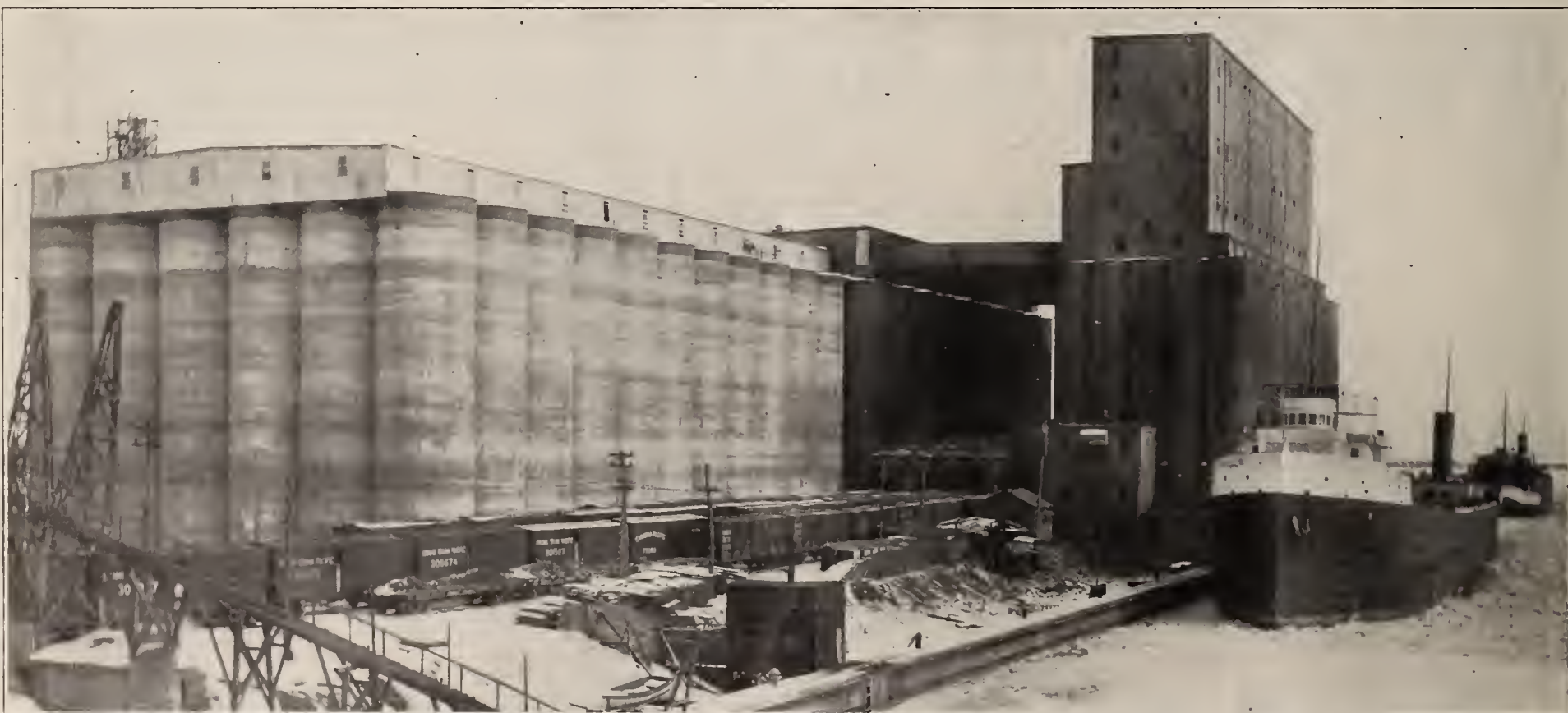


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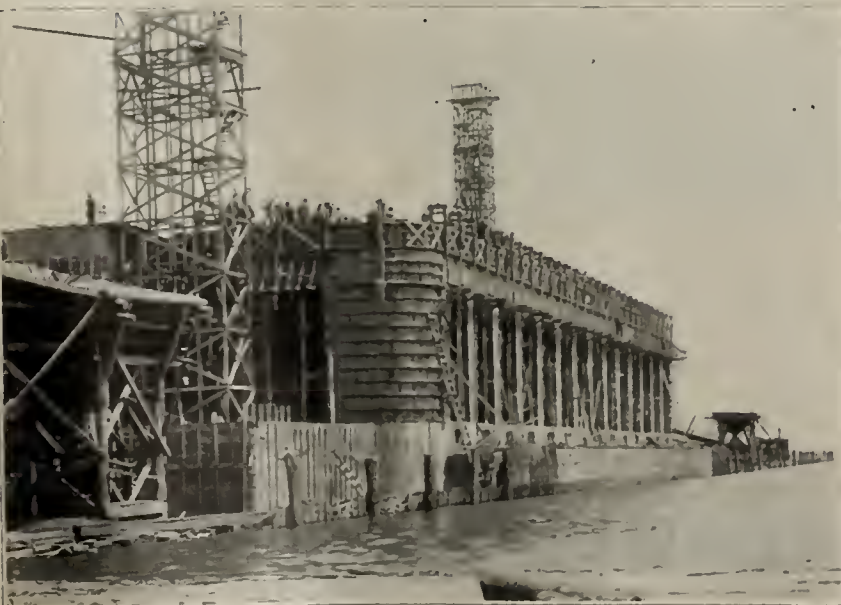
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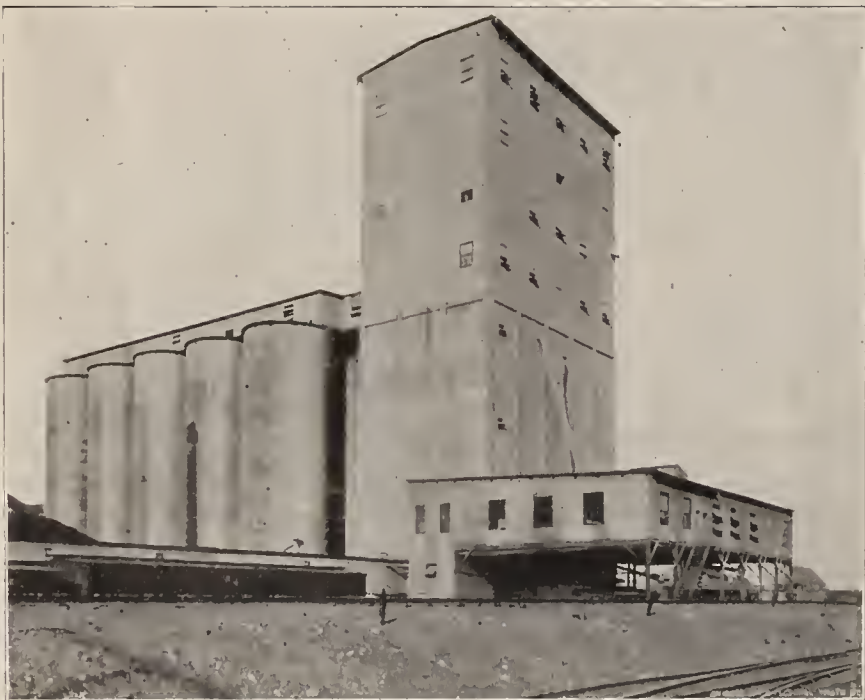


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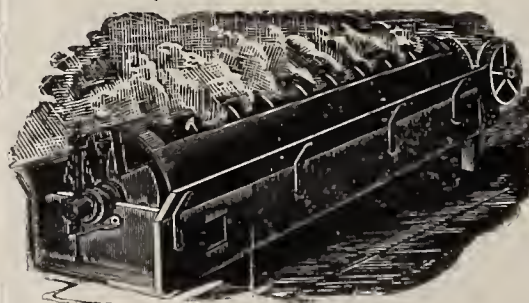
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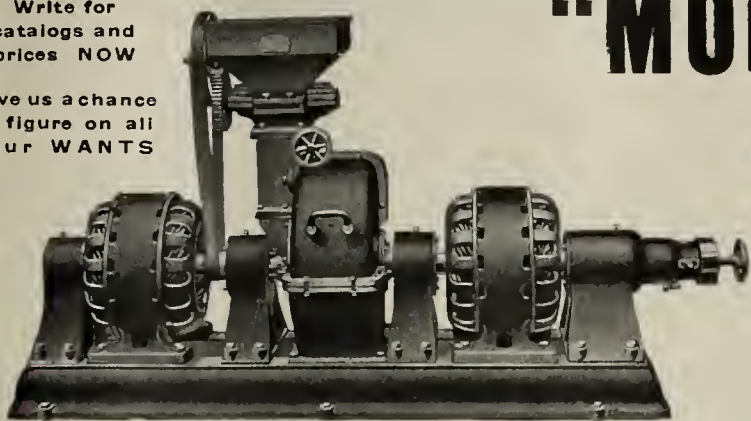
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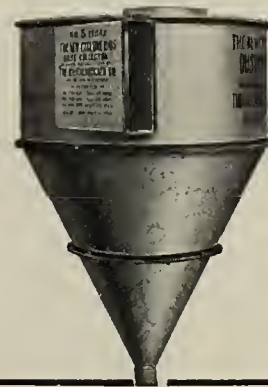
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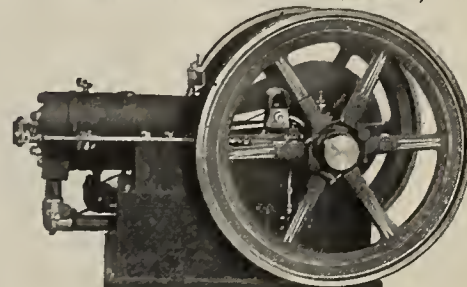
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Fostoria Grain Co., dealers and brokers.*

HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.†

INDIANAPOLIS, IND.

Boyd, Bert A., grain commission.*
Mutual Grain Co., grain commission.*
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Thresher-Fuller Grain Co., grain commission.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.†

LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.*
Thomson & Co., W. A., receivers and shippers.

MILWAUKEE, WIS.

Bell & Co., W. M., commission merchants.*
Donahue-Stratton Co., buyers and shippers.*
Franke Grain Co., receivers and shippers.
Mohr-Holstein Commission Co., grain commission.
Rialto Elevator Co., grain receivers and shippers.

MINNEAPOLIS, MINN.

McCaull-Dinsmore Co., commission merchants.*
Quinn, Shepherdson Co., grain commission.*

NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†
Forbell & Co., L. W., commission merchants.*†
Keusch & Schwartz Co., grain commission.*

NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.*
Cofer, Vernon L., hay, grain, feed.*†
LeGrand & Burton, grain and hay brokers.†
Reed & Bro., Inc., D. P., hay, grain, mill feeds.*

OMAHA, NEB.

Cavers Elevator Co., receivers and shippers.*

PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.
Buckley, Pursley & Co., commission merchants.*
Dewey & Sons, W. W., grain commission.
Feltman, C. H., grain commission.†
Grier & Co., T. A., grain commission.
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.†
Rumsey, Moore & Co., grain commission.*
Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*†
Lemont & Son, E. K., hay, grain, mill feeds.*†
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*

PITTSBURG, PA.

Heck & Co., W. F., receivers and shippers.†
McCaffrey's Sons Co., Daniel, grain and hay.*†
McCague, R. S., grain and hay.*†
Morgan, H. G., hay and grain.†
Stewart & Geidel, D. G., grain, hay and feed.†

RICHMOND, VA.

Adams Grain & Provision Co., receivers, shippers, exporters.*†
Beveridge & Co., S. T., grain, hay, feed, seeds.*†
Richardson, Jr., Co., Inc., W. F., grain and feeds.*

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The Henry W. Carr Co., receivers and shippers.*†

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Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

ST. LOUIS, MO.

Mullally Commission Co., Martin, com. merchants.*†
Picker & Beardsley Com. Co., grain, hay and seeds.*†
Prunty, Chas. E., grain and seeds.

TOLEDO, OHIO.

Devore & Co., H. W., grain dealers.
The Goemann Grain Company, grain merchants.*†
King & Co., C. A., grain and seeds.*
Paddock-Hodge Co., receivers and shippers.*
Raddatz & Co., H. D., grain and seeds.
Rundell Co., W. A., grain and seeds.*
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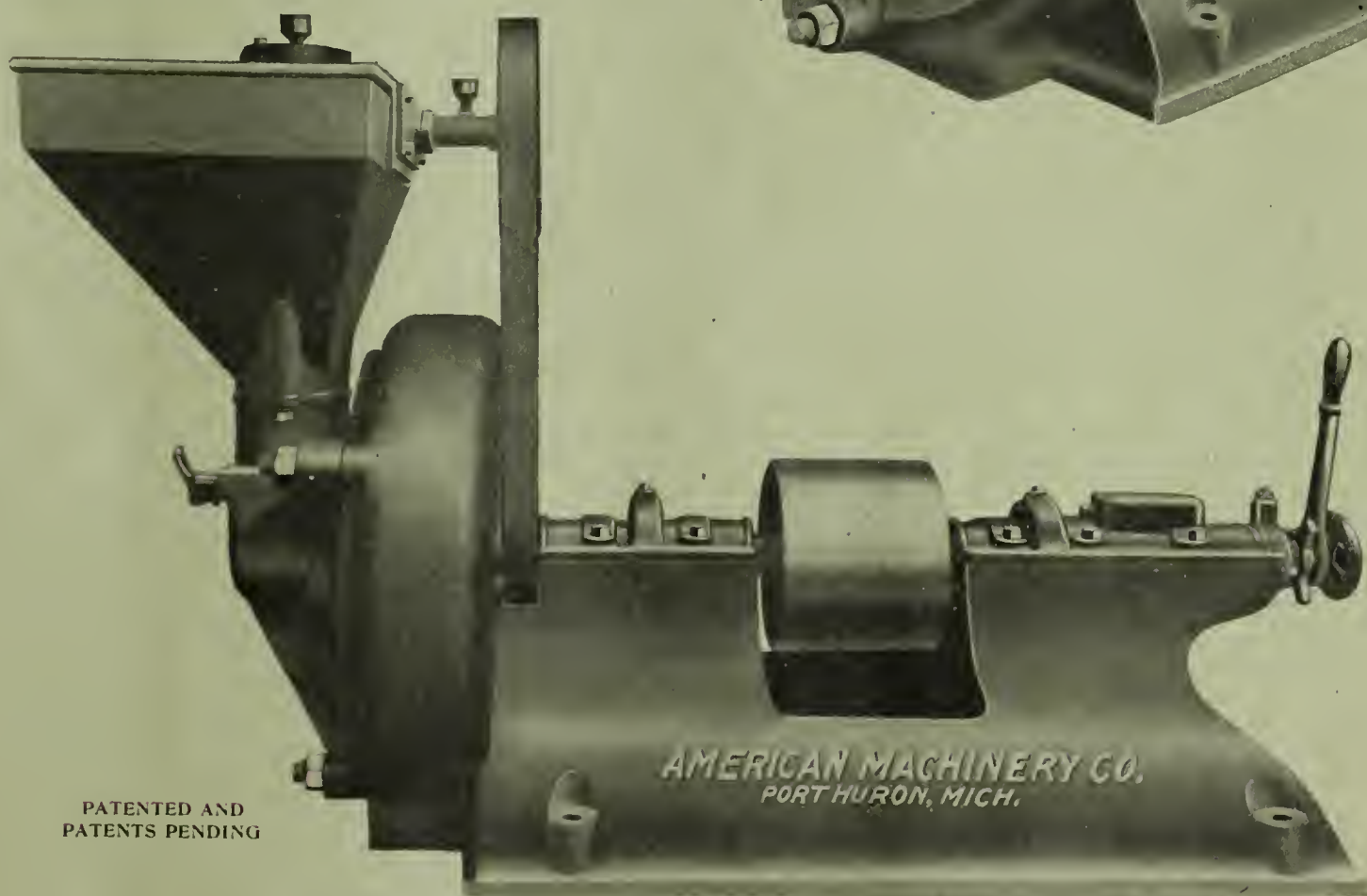
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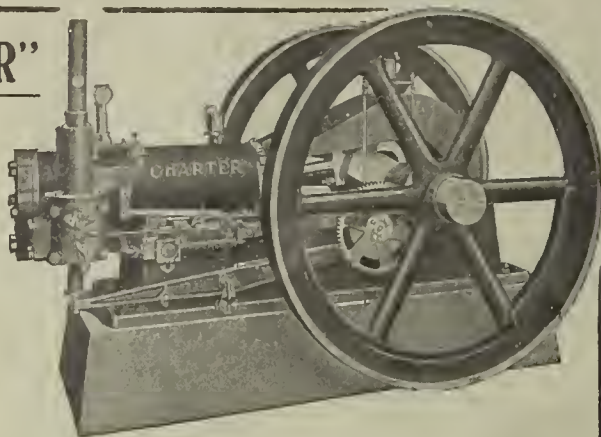
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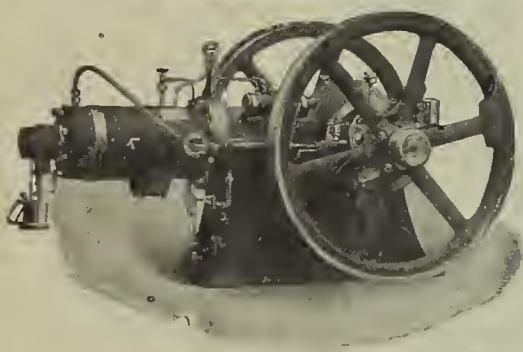
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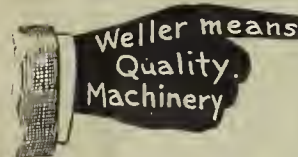
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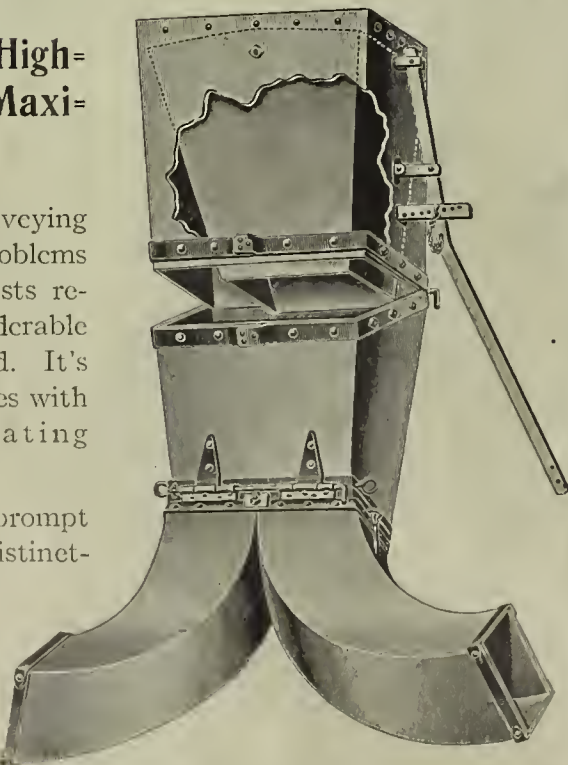
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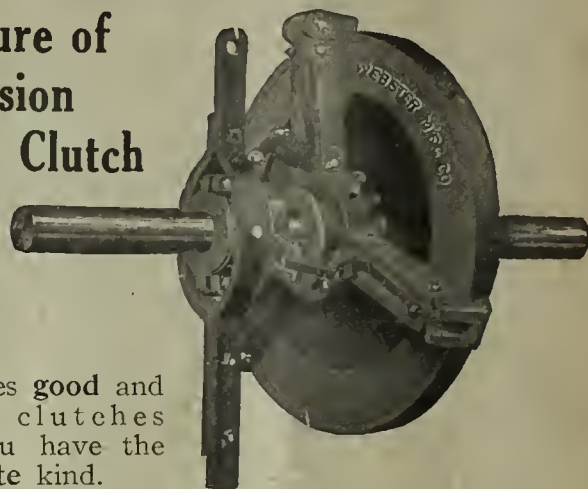
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